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December 24/31, 1994



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## Dispensing GPs go to appeal on rural loophole

## Season tickets to sell from NI pharmacies?

## Cash bonus for asthma players

## Unichem links with European wholesale group

## CP wins clinical trials contract

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(1) Richards, RME, Pharm. Jnl. Vol. 242 No. 6536, 3rd June 1989.

# CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST & PHARMACY UPDATE

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Telephone: 0732 364422
Telex: 95132 Benton G
Facsimile: 0732 361534

**Subscriptions:** Home £103 per annum. Overseas & Eire £147 per annum including postage. £2.16 per copy (postage extra).

ABC Member of the Audit Bureau of Circulations

un A United Newspapers publication

VOLUME 242 NO 5964
ISSN 0009-30033



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# Welfare milks deal fails again

Negotiations over welfare milk fees have reached an impasse following the Department of Health's refusal to come back with an acceptable offer.

After a recent meeting with the Department, the Pharmaceutical Services Negotiating Committee has rejected a new offer which adds only "infinitesimally" to the fee deal put forward at the end of October.

This is understood to offer pharmacists just 30p over cost price and has been described by PSNC at the last negotiating round as "insulting".

PSNC financial executive Godfrey Horridge notes frustration and extreme disappointment at the Department's failure to make contractors a realistic offer.

The offer as it stands undervalues the contribution of the pharmacist and neglects the potential stock cost and administrative savings that pharmacy based schemes can offer, he says. "We have tried to emphasise to the DoH the value to mothers of the professional advice that a pharmacist offers."

PSNC has vowed to keep up the battle and has arranged a further meeting with the under secretary of state for health in January. However, Mr Horridge is not confident of there being a positive outcome.

"As it stands, both parties are miles apart," says one observer. Negotiations will probably end up with a 'take it or leave it' situation, believes Martin Bennett, Sheffield LPC chairman.

## NI pharmacists close to script season ticket deal?

Pharmacists in Northern Ireland could soon be paid for selling prescription season tickets, after long negotiations between the Department of Health and the Pharmacy Contractors Committee.

Year-long discussions have finally resulted in proposals for a scheme under which participating pharmacists would 'reimburse' the Central Services Agency for pre-payment certificates sold, in the form of a monthly pay deduction. Any unsold forms could then be credited to the contractor's next pay settlement.

Although both sides agree on the benefit to the patient and to the CSA of switching season ticket sales to contractors, how to pay contractors for their involvement remains a stumbling block.

The PCC is hoping to negotiate a fee of about £1 per form for participants. If successful the deal will be a first for UK pharmacists. PCC secretary Thos O'Rourke is confident of a positive result.

But Denis O'Hara, deputy principal of general dental and pharmaceutical services at the Management Executive, says that there is no additional money to remunerate pharmacists for such a service. Even if there was, "the Department would not see this as a priority for funding". Pharmacists should, perhaps, consider the value of the service to the patient above remuneration, he ventures.

If funding cannot be found, contractors may be called upon to boycott scheme participation.

- The PCC is to seek an updated and more realistic payment for on-call services in Belfast.

Currently, pharmacists receive £9 for the service — "a derisory sum", says Mr O'Rourke. Although he hopes talks will centre on a five-fold increase in reimbursement, the PCC is also seeking a package of measures to bolster the service, including bleepers for those on-call and increased advertising for the service.

## It's official!

'Pharmacy week — ask your pharmacist about medicines' is the slogan for community pharmacy's first national awareness week, which will get a celebrity launch at the House of Commons on June 22. A resource pack will be sent to LPCs and all Society and NPA branch secretaries in February. Meanwhile the organising committee is appealing to all pharmacists to play their part.

## From the Editor

Nineteen ninety-four has been an eventful year for pharmacy: 1995 promises change and challenge of similar dimension and pace. In the new year the staff at *Chemist & Druggist* resolves to continue its 135-year-old tradition of keeping all its subscribers abreast of the events that affect the practice and business of pharmacy as they happen. We wish all pharmacists, and everyone who works with them for the health of the nation and the supply of traditional and novel pharmacy goods and services, every success in 1995 in business and in life.

A very happy Christmas and bright New Year to you all.

# Doctors get leave for Clothier judicial review

Humberside dispensing doctors have succeeded in obtaining leave for a judicial review of the Clothier Regulations — but not of the prejudice 'loophole'.

Under regulation 4 of the NHS (Pharmaceutical Services) Regulations 1992, further pharmacy applications by a pharmacist already on a health authority's pharmaceutical list do not have to be considered for prejudice to existing medical services. Nor do doctors have to be consulted on the issue of a proposed pharmacy's necessity nor of its desirability.

Dispensing doctors Moore, Marsden & Robinson of Holme-on-Spalding Moor, Humberside, applied for a judicial review of the regulations on the grounds that doctors should have the right to be consulted on this latter issue (*C&D* November 19, p812). Their application was turned down, but subsequently overturned by the Court of Appeal on December 19.

Appeal court judge Lord Justice Leggett said that, for the purposes of the application for judicial review, subsequent regulations do require the authority to have "regard to any information available to the FHSA, which, in its opinion, is relevant to the consideration of the application".

This requirement was mandatory and, as such, an interim injunction was granted restraining Humberside FHSA from considering pharmacy applications without taking into account doctors' representation.

But the FHSA's senior administrator, Paul Bulmer, believes the doctors have achieved a "hollow victory" as they have no right of appeal against the FHSA's final decision. Neither does the action address the issue of prejudice, he says.

For its part, the Pharmaceutical Services Negotiating Committee doubts whether local doctors' representations would be relevant to the issue for a decision to be made under regulation 4.

# Pharmacists advise industry

Five pharmacists have formed an advisory group to let companies know what pharmacists need from industry.

Board member Peter Marshall, a community pharmacist from Skipton, told *C&D* that the group hoped to put pharmacists' views to marketing people and to encourage user-friendly training materials, particularly for POM to P switched medicines.

"We would like to be able to vet such materials at an early stage as pharmacists often complain they don't get the right information from the industry," he said.

The first step has been to produce a protocol for the treatment of vaginal candidiasis, based on the Royal Pharmaceutical Society's recommendations. Available from the Pharmacy Advisory Board, care of sponsor Bayer — the first company to be involved — the protocol is presented in a suitable format for storing in a busy pharmacy.

Other board members are Andrew Dickie from Glasgow, Clive Edwards from Newcastle, Dennis Gore from Manchester and Peter Whittaker from Taunton.

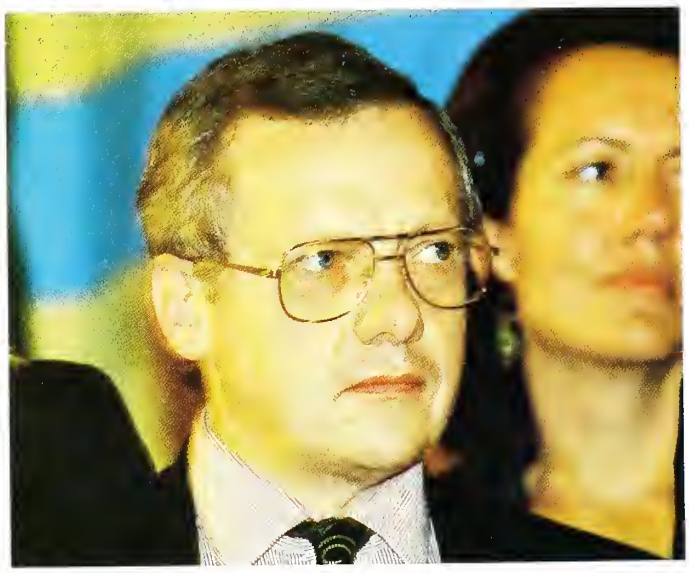
# Essex pilots home care training

Essex pharmacies could receive payment for training home carers, pending a successful end to a new pilot.

Beginning next month, the pilot aims to train 40 home carers on medicine administration guidelines. Once the impact of the training has been evaluated, it is hoped that remuneration will be forthcoming and the project extended countywide.

Essex is believed to have more than 1,000 home carers.

- Essex LPC has completed a survey of non-contract pharmacies. Out of seven non-contract pharmacies, four are sending prescriptions to another pharmacy for dispensing. LPC secretary John Stanley says the problem is particularly bad in Upper Essex.



**Mike Hadley, of Hadley Hutt Computing, Liberal Democrat candidate for Dudley West, joined other candidates on the platform to wait for the results of the recent by-election. Opinion polls prior to the event predicted a Labour landslide at this Conservative stronghold; the results were Labour, 28,400; Conservatives, 7,700; and Liberal Democrats, 3,154**

## Label status quo

**The Government intends to await proposals by the European Commission before introducing any new warning labels on medicinal drugs, Tom Sackville, junior health minister, told the Commons on Tuesday.**

## Generic help

**To help pharmacists in their formulary discussions with GPs, the NPA has published a list of drugs which, ideally, should be prescribed by brand.**

## Price Calculator

**The NPA has produced a new, user-friendly version of its Price Calculator, offering alphabetical product listings, plus more generic P and GSL products and, for the first time, POM generic tablets and capsules listed in Category A of the Drug Tariff.**

# Cash bonus for asthma pharmacists

Community pharmacists in the South West are to receive cash incentives for asthma training.

Some £30,000 has been provided by the Cornwall and Isles of Scilly District and Family Health Authorities, out of £350,000 earmarked for asthma projects.

The local pharmaceutical committee has opted to use the money for one-off payments on completion of the course. Payment will be dependent on the number of pharmacists signing up; in the first round, 50-60 are expected to enroll, says Mary White, FHSA asthma facilitator.

Pharmacists will attend an initial training evening during January and February where they will be assessed for their ability to demonstrate inhaler devices. Training will be given on the clinical side of asthma, spotting poor control, peak flow monitoring and the importance of the pharmacist's role.

Participants must then complete the Centre for Pharmacy Postgraduate Education asthma distance learning pack within two months, and pass a further inhaler demonstration assessment, this time conducted in the pharmacy. Only then will payment be made and a completion certificate finally be issued.

Pharmacists will also be given GP referral books specifically for asthmatic patients which will be checked and their recommendations audited to determine the impact of pharmacist intervention.

# PGEU aims for European unity

Common standards for good pharmacy practice across Europe is the aim of a new guidance document from the Pharmaceutical Group of the European Union.

The Guidelines for Good Pharmacy Practice in Europe aim to provide a common standard for all EU member community pharmacists.

Based on the International Pharmaceutical Federation's Good Pharmacy Practice framework, the document outlines standards for practice elements, such as supply and the use of medicines, encouraging rational prescribing and introducing self-care and health promotion activities.

General guidelines on the provision of patient information, standards of pharmacy premises and facilities, and continuing education and self-audit for pharmacists and support staff is also provided.

PGEU will be setting maximum timescales for national pharmacy organisations to implement the GPP's recommendations, varying from 2-12 years, depending on individual practice elements.

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# PR week must stress protocols, says PSG

The Pharmacy Support Group is to run a 'Describe your symptoms' campaign for Pharmacy Week in a bid to educate consumers on medicine protocols.

The campaign aims to complement the 'Ask your pharmacists about medicines' message of the promotional week and hopes to communicate why pharmacists ask questions when selling a medicine.

"Pharmacists are getting stick from consumers for doing what they are supposed to do," says PSG founder Hemant Patel.

UK pharmacists are only ranked as the fifth most important source of health information, says Mr Patel.

"A pharmacist must demonstrate he is competent, that he cares, that he understands patients' needs and is interested in building a trusting relationship," says Mr Patel.

- Pharmacy supervision procedures and forthcoming RPSGB protocols have received tacit approval from the Minister of Health.

# New year medicine labelling regulations

Regulations coming into effect on January 1, 1995 specify labelling requirements for medicines when dispensed or sold retail.

The container, or immediate outer packaging of a dispensed medicine, must carry the name of the patient, the name and address of the person making the supply, the date of dispensing and the following details if requested by the practitioner: the name of the product, or its common name, directions for use and any necessary precautions.

Pharmacists have the power to give details they feel are appropriate, if they believe those requested by the prescriber are inappropriate and the practitioner cannot be contacted.

The requirements form part of the Medicines for Human Use (Marketing Authorisations, etc) Regulations 1994 (SI 1994 No 3144; HMSO, £4.15). The regulations stipulate that no medicinal product for human use, which is subject to the relevant Community provisions, may be placed on the UK market unless a marketing authorisation has been granted by the European Commission or the national licensing authority.

# Part-time workers given new employment rights

From January 1, part-time workers will be given the same compensation rights for redundancy and unfair dismissal as full-timers.

The House of Lords' ruling follows a case brought by the Equal Opportunities Commission, which argued that disadvantages in employment law to the part-time workforce was indirectly discriminatory to women.

Part-timers working between eight and 16 hours per week can now claim redundancy compensation after two years' continuous service instead of five as previously.

Frances Brown, employment law advisor at the National Pharmaceutical Association, says: "The ruling will not radically change employment patterns, but some of the advantages of part-timers [to employers] will be gone."

Redundancies are more likely in the current economic climate and the ruling could cause financial problems for employers, she adds. But she believes employers will not be discouraged from taking on part-time staff.

"Part-timers often provide flexibility for holiday cover and also provide some of the benefits of job sharing," she says.

Confusion over the definition of part-timer workers (in terms of working hours) means that employers may have staff working over 16 hours, who are already entitled to full-time employment rights.

# Lib Dem MP speaks out on behalf of pharmacy

Matthew Taylor, Liberal Democrat MP for Truro, has spoken out about the plight of small pharmacies, following a meeting with PSNC representatives.

Mr Taylor warned readers of Devon's *Herald Express* that pharmacies face closure because the Government has adandoned the allowance for those dispensing less than 1,500 items a month.

"The effect of ceasing the professional allowance payment would be devastating for these small chemists, services would be cut and some would be forced to close altogether. The prospect of these lost services is too high a price to pay," he says.

According to the PSNC, 840 pharmacies in England dispense under 1,500 items per month, and do not receive the Essential Small Pharmacy Allowance.

## Letters

### Broken bulk — the definitive answer?

In response to Bill Johnson's query regarding broken bulk claims (**Letters** December 10) may I give the following information.

All drugs, appliances and chemical reagents can be the subject of a broken bulk claim. The exceptions are items supplied in a special container and stoma/incontinence appliances in Parts IXB and IXC of the Drug Tariff.

The clause 11 broken bulk regulation is to try and ensure that community pharmacists are not out of pocket when required to supply a product against a prescription. This must be a product that is not regularly used and where the remainder would not be disposed of readily.

When broken bulk claims are made, chemist contractors are paid for the entire contents of the container provided that they have purchased the minimum quantity that is available. If, during the next six months, further scripts for the product are submitted for payment only, the professional fee is paid, plus a container fee, except for Scotland. The Prescription Pricing Authority will assume that these dispensings have been made from the pack that you have already been paid for.

Should you use up the full pack before six months have passed, a further claim for broken bulk on the new pack will be accepted.

The two-thirds rule is the way in which the PPA has interpreted the phrase 'cannot readily dispose of'. Should a pharmacy use more than two-thirds of a container of a product that is being broken bulked, in the previous month, the PPA will deem that it is a product that can be readily disposed of and will only pay for the quantity used. It will not pay for the quantity left.

The Park Endorsement System, together with the Automatic Monthly Usage Report, takes into account the previous month's usage so that wrong claims are not made when the automatic broken bulk claim is activated, and the ingredient costs will remain accurate.

**Michael Lewis**
Database Control Co-ordinator, Park Systems

### Mawdsleys PMR in the van

Your report on the use of Patient Medication Record systems in counselling areas (**Business Profile** December 10) consolidates the experiences of pharmacists using the Mawdsleys Pharmacy Computer System where multi-user options, such as additional terminals, have been available for some years.

Pharmacists able to access patient records while counselling patients find the immediate availability of information an invaluable aid in giving advice to patients.

The advantages identified by Clare Mackie and colleagues should be recognised as the springboard for further development of the pharmacist's role.

**J C Davies**
Retail services director, Mawdsleys

### Broken bulk: JRC explains ...

The letter from Bill Johnson (*C&D* December 10) contains statements about JRC systems that are misleading. I would like to assure our customers that JRC systems conform to the Drug Tariff. Taking the two points raised by Mr Johnson:

- further broken bulk claims are allowed, subject to normal Tariff requirements, within the next six months. If changes in usage, new smaller pack sizes, etc are introduced during the six months, a claim will run. This can prevent another claim being accepted when the balance is used up, because every claim is assessed individually.
- the Drug Tariff Part II, clause 11B states: "[the contractor] cannot readily dispose of the remainder". The 'two-thirds' rule is part of the method used by the Prescriptions Pricing Authority to check a product is infrequently used. It applies to the current month and not the previous, ie the batch in which the claim is submitted.

For some products broken bulk can be complex and, if any of our customers want further information, our helpline staff will be happy to give assistance.

**J C Morris**
John Richardson Computers

## Paracetamol sales on IPU agenda

The Irish Pharmaceutical Union is to consider restricting pharmacy sales of paracetamol at its next community proprietors meeting.

The IPU has placed the topic on the agenda after receiving a letter from a group of Tullamore pharmacists. In it they outlined their intention to restrict sales of paracetamol-containing products in their pharmacies to a maximum pack size of 24 — the current GSL upper limit. Quantities in excess of this should be available only on prescription, they said.

The group slammed recent National Drugs Advisory Board recommendations on paracetamol sales through pharmacy as "inadequate in combating both the ever-increasing number of deaths and the alarming rise in liver damage.

"As a dose of 30 500mg tablets is thought to be lethal in healthy adults, we believe restricting pack sizes to 50 tablets is pointless."

These measures should be the start of a co-ordinated effort by community pharmacists on a national level, said the group.

## DoH health statistics 'massaged'

Department of Health statistics on successful NHS reforms have been "massaged", according to *The Independent* newspaper.

A report by the Radical Statistics health group quoted in the paper says the claims use statistics in a "misleading" way.

The Government says:

- NHS spending has risen from £7 billion to £37bn, a 64 per cent increase. Radical Statistics states that the figures are in cash terms, while the increase is in real terms, which takes no account of actual spending ahead of inflation
- nearly half a million extra patients are now treated in NHS hospitals. The newspaper report points out that these figures refer to the number of finished consultant episodes, not patients. That is, in-patients are counted every time they change consultant or speciality
- waiting times for in-patient and day case treatments have dropped. The health group counters that the number of people on waiting lists has risen to 1,063,302. The Government has altered the way it counts waiting times. This is now measured from the date the clinician decides to admit the patient, delaying the decision to admit shortens waiting times.

# Topical REFLECTIONS

## New POM to Ps: a qualified endorsement

The additional POM to P preparations that could be available in the new year are a welcome continuation of established policy, but there are many minefields before all these products become sure-fire OTC winners.

The inclusion of Anusol HC will provide a welcome alternative to the present haemorrhoidal preparations, but at what price? Anusol HC ointment wholesales at almost double the price of plain Anusol, and all this for 0.25 per cent of hydrocortisone.

The Department of Health may understand Warner-Lambert's explanation of this massive cost differential but, once subjected to the OTC market, I suspect the public will not be similarly sympathetic.

I am sure a compromise will soon be reached and that Anusol HC will become a best seller, containing within its achievable premium price a profit margin that properly reflects my professional responsibilities!

Another three topical NSAIDs have also been deregulated, but this market is a different ball game from the easy pickings of repeat prescriptions because, over the counter, the customer pays the money and expects results. With such an overload, I cannot see all the brands surviving. However, of the new entrants Feldene is my odds-on bet for long-term success.

Of the other products, Syntaris is a useful alternative to Beconase, Mucaine will establish its own niche, and Adcortyl in Orabase completes my complement of effective mouth ulcer treatments. Regaine, if professionally marketed, could make a welcome addition to my bank balance, while satisfying many an inflated male ego.

But what of Zantac? All I can say is wait and see, because so far I have not been impressed by my sales of H2 inhibitors. Most customers seem petrified by the blanket publicity of the supposed horrors of Tagamet!

With the licence variation on hydrocortisone to allow the treatment of mild to moderate eczema completing the package, I am looking forward to a rewarding spring. With every new tranche of POM to P, new medicines are made available which further encourage profitable private pharmacy practice. I fully intend to capitalise on these.

## Seeing red over double repeats

This month, I have received a lovely Christmas present from one of my local surgeries. Unilaterally, it has decided to double the standard quantities prescribed on repeat prescriptions! To be fair, the policy change was partly made in the best interests of the patient but, when made without any flexibility or consultation, the result has been pharmaceutical chaos.

I have seen my fees halved but my stockholding on some slow-moving drugs doubled. Many a strong word has passed between me and the practice, but so far to no avail. My fees are not its problem and the GPs are not prepared to compromise for the benefit of a sister profession whose contract is so different from their own.

Given time, I expect to iron out the more gross prescribing anomalies, but it does focus my thinking on the archaic nature of our own contract. I believe I offer an excellent community pharmaceutical service which I am always striving to improve, but payment for that service cannot be based any longer on the whims of some managerial whizz kid at the local surgery. We must now negotiate a new contract and establish a payment structure based on service to the community and not on the outdated numbers game of items dispensed.

## Numark deserves commitment

Numark is almost there and I am as confident as Mr Norris that, by the end of January, the requisite number of independent pharmacies will have become shareholders.

I did go to one of the roadshows and was impressed by the professionalism of the presentation. While I may have disagreed with the statistical relationship between number of members and the company's buying power relative to Lloyds or Boots, I accept that many independent pharmacies will be unable to survive without the protection of Numark's friendly umbrella. This really is the last opportunity for such an organisation to succeed.

And succeed it will. I predict that over the next few years its image will dramatically change and its range of member services rapidly expand, but the most radical requirement for those members will be their commitment to the new Numark. The survival of independent community pharmacy depends on it.

## Spooning ...

Once again we have come to the end of another year of dramatic change in pharmacy practice. I hope I have been successful in wielding my wooden spoon and have trodden on a few well-deserved corns. Editor willing, I look forward to seeing you all in 1995, but, meanwhile, wish you all a happy New Year.

# Medicalmatters

## Imigran linked to chest pain

Imigran (sumatriptan) has been linked to chest pain and throat tightness.

A letter to *The Lancet* reports that the Australian Adverse Drug Reactions Advisory Committee has received 114 reports of chest pain or tightness associated with sumatriptan in the two years since its Australian launch.

These were reported four times more often in women than in men (84:18) and were more common for the tablet than the subcutaneous injection. The Committee has also received 28 reports of throat tightness which were much more common in women than men (26:2), and with tablets compared to subcutaneous injection (22:6).

In about a quarter of cases the description of the reaction or the reporting of doctor's comments were found to be "highly consistent with ischaemic chest pain". The letter claims that two women who suffered chest pain after taking sumatriptan died, one as a result of a fatal myocardial ischaemia and one of cardiac arrest.

Glaxo says Imigran has been used to treat over 32 million migraine attacks in 1.6m patients and has not been established as the cause of any death.

The company admits that a feeling of tightness, heaviness or pressure in the chest region following Imigran administration is experienced by 3-5 per cent of patients. However, it estimates the number of cases in which a direct association between Imigran use and myocardial ischaemia cannot be ruled out to be less than one per million migraine attacks treated.

Glaxo says the majority of cases where ischaemia due to Imigran cannot be ruled out are in patients with pre-existing cardiac disease or other risk factors.

## Pulmicort inhaler batch recall

Astra is recalling Pulmicort Aerosol Inhalers carrying the following batch numbers:

- Pulmicort 200mcg/dose, 100 doses, Lot no UC382
- Pulmicort 200mcg/dose, 200 doses and refills, Lot nos UC605, UC605A, UC606, UD607, UD607A, UD607B, UE609, UE609A, UE610.

The company says the recall is a precautionary measure as batches with these lot numbers are showing a higher than normal level of degradation. This is due to a specific brand of surfactant used in the manufacturing process.

Astra stresses that there is no clinical concern regarding the inhalers in terms of dose delivery, safety and efficacy.

Community pharmacists should return stocks of these batches to their wholesaler. Hospital pharmacy stock should be returned to its supplier. Replacement stock is available.

Any enquiries regarding credit arrangements should be made to Mrs A Robinson, customer services department. **Astra Pharmaceuticals Ltd. Tel: 0923 271000.**

## Rest better than NSAIDs for muscle and soft tissue injury

Many musculoskeletal injuries and acute soft tissue inflammations do not need treatment with a non-steroidal anti-inflammatory drug, according to the latest *Drug and Therapeutics Bulletin*.

The *Bulletin* says: "Rest, splinting and avoiding aggravating activities may be sufficient. Where practicable, simple measures, such as application of heat or ice, should be tried first along with paracetamol, if necessary."

The article discusses the use of NSAIDs for musculoskeletal disorders and offers guidelines for their rational and safe use. The authors agree that NSAIDs are effective analgesics that relieve pain and stiffness in a wide range of acute and chronic musculoskeletal disorders, but add that "wherever possible, simpler and safer treatments should be tried first".

Doctors are advised to "look critically at their repeat prescribing of NSAIDs and regularly review the need for continuing treatment, especially in elderly patients. The *Bulletin* also suggests stopping the NSAID periodically to assess whether it is still beneficial to the patient.

In their conclusion the authors say: "Ibuprofen, naproxen and diclofenac are well-established drugs that come out relatively well in most assessments of safety and should meet most patient requirements."

## Lung cancer remains a risk for ex-smokers

Ex-smokers have a higher risk of developing lung cancer than people who have never smoked, according to preliminary research presented at the British Thoracic Society winter meeting. This contradicts previous work, which concluded that smokers who gave up the habit could reduce their risk of lung cancer to that of lifelong non-smokers after abstaining for ten years.

Smokers have a one in six chance of dying from lung cancer compared with a one in 300 risk for people who have never smoked. The risk for ex-smokers is now estimated to be eight times greater than those who have never smoked.

However, giving up smoking is associated with immediate falls in the risks of heart disease, emphysema and bronchitis.

### Paediatric Volumatic

Allen & Hanburys is experiencing stock shortages of the Paediatric Volumatic. Although small batches of stock are becoming available, normal supply will not be resumed until the end of January. A&H says every effort is being made to rectify the situation and apologises for any inconvenience. **Allen & Hanburys Ltd. Tel: 081 990 9888.**

### Cloburate-N drops

Cusi (UK) is introducing Cloburate-N (clobetasone butyrate and neomycin sulphate) Eye Drops to its range on January 9 (basic NHS price for 10ml is £3.75). Cusi previously supplied this product under agreement from Glaxo as Eumovate-N eye drops. **Cusi (UK) Ltd. Tel: 0428 661078.**

### ACBS approval

Sno-Pro drink from Scientific Hospital Supplies has received approval from the ACBS for use in phenylketonuria, chronic renal failure, and other inborn errors of metabolism. Elemental 028 Extra liquid (250ml, £2.30) has been approved for use as the sole source of nutrition or as a necessary nutritional supplement prescribed on medical grounds for: short bowel syndrome, intractable malabsorption, proven inflammatory bowel disease and bowel fistulae. It should not be prescribed for any child under a year and used with caution for children up to five. **Scientific Hospital Supplies (UK) Ltd. Tel: 051 228 1992.**

### Waxsol Ear Drops

The Advisory Committee on NHS Drugs has revised its previous decision on the price of certain ear wax products. Norgine has introduced new prices for Waxsol Ear Drops with effect from January 1: the recommended selling price will be £1.67, trade price £0.95. **Norgine Ltd. Tel: 0865 750717.**

### Saventrine shortage

Pharmax regrets that Saventrine tablets will be unavailable for two to three weeks. As far as the company is aware, there are no alternative suppliers and no simple alternative oral therapy. Patients presenting scripts should be referred to their GP. **Pharmax. Tel: 0322 550550.**

### Hibtiter data sheet

Lederle Laboratories has produced a new data sheet for Hibtiter (Haemophilus b conjugate vaccine). It is now licensed for use in children from two months for the prevention of invasive Hib disease. The vaccine can now be administered in the same syringe as Trivax-AD (absorbed diphtheria, tetanus and pertussis vaccine [DTP]). No other DTP vaccine should be mixed with Hibtiter. Some alterations have also been made to the warnings, precautions, etc. **Lederle Laboratories. Tel: 0329 224000.**

### Tegagel on FP10

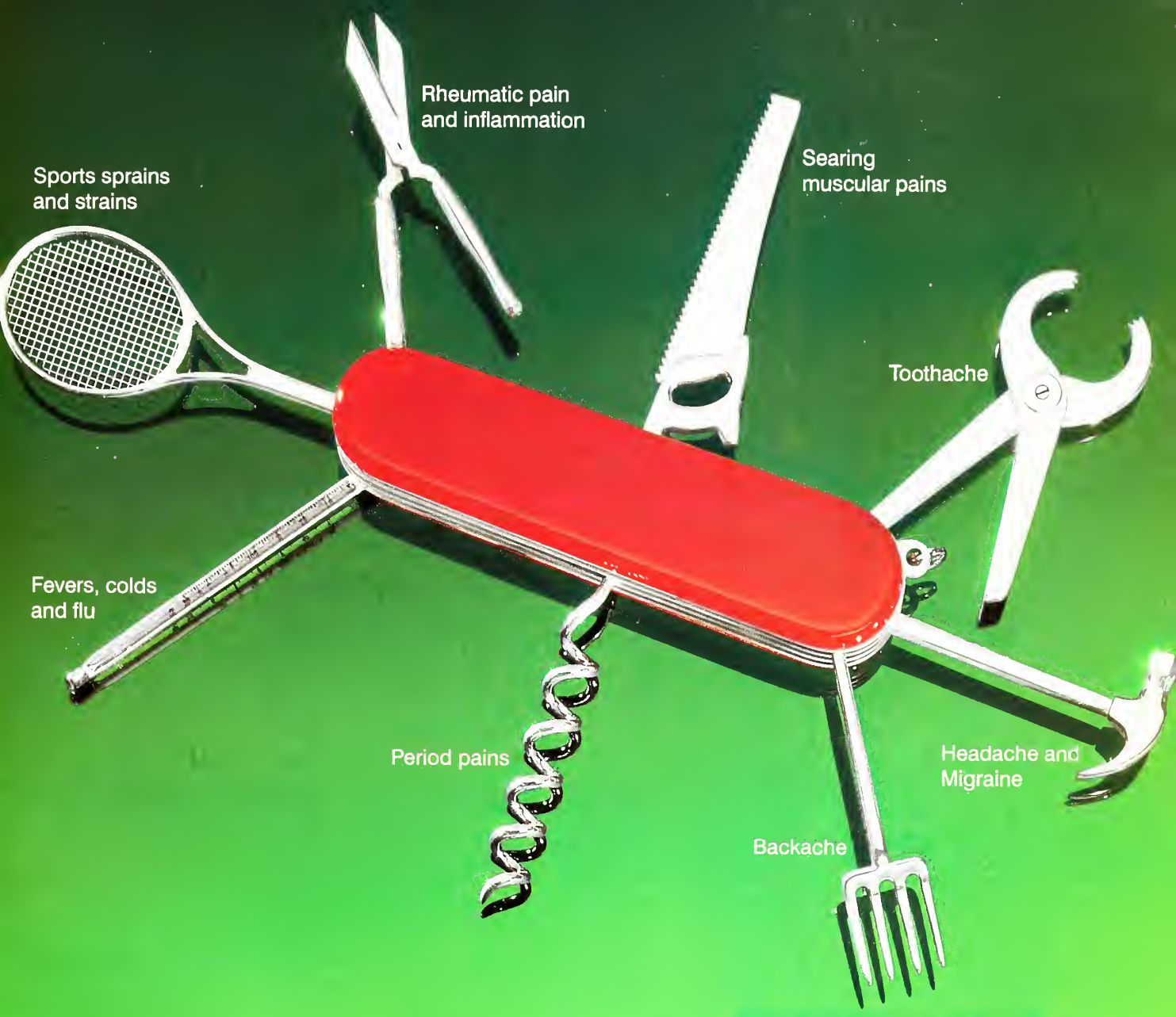
Tegagel (calcium alginate) dressings are now available on the Drug Tariff. The dressing is suitable for medium to heavily exuding wounds. Tegagel dressings are available in two sizes — 5 × 5cm and 10 × 10cm (basic NHS prices for boxes of ten dressings are £7 and £14.50). **3M Health Care Ltd. Tel: 0509 613009.**

### Konakion MM amps

Konakion (phytomenadione) MM ampoules 10mg/1ml are a new presentation replacing the existing formulation (Konakion ampoules 10mg/1ml) which has been withdrawn. Konakion MM is formulated using a physiological colloid system (mixed micelles — MM) for the solubilisation of the active ingredient. This means that ampoules can be diluted with 5 per cent glucose for slow intravenous infusion and there is also a reduced risk of anaphylactoid reactions. **Roche Products Ltd. Tel: 0707 366000.**

# AMAZING ANADIN

## The all-purpose analgesic




For everyday aches and pains, **Anadin** is at the cutting edge of modern pain relief. With its analgesic, antipyretic and anti-inflammatory actions, **Anadin** is well equipped to deliver fast and effective relief in a wide range of indications.

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*THE UK'S No1 BRAND OF ASPIRIN*

Product Information: Anadin Caplets. Presentation: Caplet for oral administration. Each caplet contains Aspirin Ph Eur 325mg and Caffeine Ph Eur 15mg. Uses: Symptomatic relief of sprains, strains, rheumatic pains, sciatica, lumbago, fibrositis, muscular aches and pains, joint swelling and stiffness. Relief of headache, migraine, neuralgia, toothache, sore throat, period pains and aches and pains. Symptomatic relief of influenza, feverishness, feverish colds. Dosage: Adults and the elderly: one to two caplets every 4 hours. Do not exceed 12 caplets in any 24 hours. Children under 12 years: Not recommended unless instructed by a physician. Contraindications: Peptic ulceration, haemophilia, concurrent anti-coagulant therapy, aspirin hypersensitivity. Interactions: May potentiate the effects of oral anticoagulants, heparin, metoclopramide, oral hypoglycaemics, methotrexate and phenytoin (transient). May reduce the effects of spironolactone and pyrazinamide. The uricosuric effects of probenecid may be reduced. Special Warnings: Aspirin may provoke or worsen asthma. Precautions: Not applicable. Side Effects: Side effects are mild and infrequent but there is a high incidence of gastro-intestinal irritation, bronchospasm and skin reactions in hypersensitive patients. Effects on ability to drive and use machines: None stated. Incompatibilities: None stated. Use during pregnancy and lactation: Not recommended. Overdosage: Only persons unduly sensitive to aspirin will show symptoms after taking the product at the recommended dosage level. Such persons should discontinue use whereupon symptoms should subside. Sever intoxication from heavy overdosage is shown by hyperventilation, fever, restlessness, ketosis, respiratory alkalosis and metabolic acidosis; CNS depression may lead to a cardiovascular collapse and respiratory failure. Pharmaceutical Precautions: No special precautions. Legal Category: up to 25 caplets GSL, over 25 caplets Pharmacy only. Price and package quantities Anadin Regular Caplets: 4's 38p, 8's 69p, 12's 94p, 24's £1.58, 48's £2.39, 96's £3.49. Product Licence No: PL 0165/0060. Date of Preparation: November 1994. Shelf Life: 5 years. Whitehall Laboratories Limited, Huntercombe Lane South, Taplow, Maidenhead, Berkshire, SL6 0PH.

WHITEHALL *

* Trade Mark

# Counterpoints

## Predictor makes television history

Chefaro's Predictor makes television advertising history this month with the first home pregnancy test commercial.

The £1 million campaign breaks on Boxing Day and will run nationally until June. The execution will be supported by a PR blitz and special promotions throughout the year.

Chefaro claims Predictor is the fastest-growing brand in the £15m pregnancy testing market, with a 42 per cent sterling growth last year.

Free consumer leaflets, 'So you want to have a baby' and 'Sex what next?', remain available free to pharmacy staff by contacting: **L'Agence/Predictor Leaflet Offer, PO Box 43, Wantage, Oxfordshire OX12 8LZ. Tel: 0235 820603.**

## Numark gets set for the summer sun

Well in time for the summer, Numark is trying to encourage an early commitment to order sun care products by offering a free stock bonus.

The offer coincides with the launch of Numark SPF 25 Suncare Cream.

Retailers will receive a free outer of Aftersun Lotion, worth £11.94 (rsp), with every five purchases made (one of each of the five sun protection products). The offer will be supported with free point of sale material and posters for window display units.

- Numark has redesigned its Profitline catalogue for the first issue of the new year and thereby removed the need for its separate Orderline brochure. **Numark Management Ltd. Tel: 0827 69269.**

## Made to measure

Seton Healthcare has added a Tubigrip plastic tape measure to its range of education and promotion material.

The promotional package also includes branded point of sale material and free-standing healthcare display stands, shelf trays and shelf edgers. **Seton Healthcare Group plc. Tel: 061 652 2222.**

## Stoppin' coughing

Whitehall Laboratories is supporting its Robitussin cough medicine with a winter-long national press promotion.

The £400,000 campaign comprises two cartoons featuring the strapline 'When the coughing needs stoppin''.

Each execution will be rotated in a number of national daily and Sunday newspapers. **Whitehall Laboratories Ltd. Tel: 0628 669011.**

## Clearplan One Step fights ignorance

A Clearplan One Step TV advertising campaign aims to increase awareness of ovulation prediction tests.

The commercial follows a mum as she replays the life of her son, from graduation back to birth, highlighting the fact that becoming pregnant can be difficult. The message pushed is that Clearplan can improve the chance of conception.

The campaign begins in the Central TV region in January and will roll out nationally later in the year.

It ties in with a recent survey, commissioned by Clearplan maker Unipath, showing that more than 40 per cent of women overestimate the number of fertile days in their cycle. Conception is only possible on five to six days a month, but 20 per cent believe it possible to conceive on 10-14 days. **Unipath Ltd. Tel: 0234 347161.**

## Get organised with Medised's prizes

There are 20 Sharp Electronic Personal Organizers to be won in Seton Healthcare's latest Medised competition.

All pharmacists have to do is answer three questions. The first 20 correct entries drawn after January 31, 1995 will win.

A separate product knowledge competition for pharmacy assistants is also being run. This offers cuddly toys as prizes: 50 giant bunnies and 250 smaller versions for runners up. **Seton Healthcare Group plc. Tel: 061 652 2222.**

## Dior's new spring offensive

Christian Dior is celebrating the new year with a range of product introductions.

In January, the company is extending its Hydra-Star skin care line with two new face masks: Intense Moisture-Gel Mask for normal and combination skin; and Nourishing Moisture-Creme Mask for dry skin.

Both contain the line's multi-action moisture formula. Presented in 50ml frosted glass jars, they retail at £26 each.

In March, the French house is introducing six new products to its Equité range. Three are for dry skin — Very Gentle Makeup Remover, Gentle Gel Facewash and Alcohol-free Skin-soothing Lotion; a new Stimulating Toner for all skin types; and two for the eyes, Clear Eye Makeup Remover and Waterproof Eye Makeup Remover Lotion. All retail at £14.

March also sees a new men's grooming line in Dior's Fahrenheit fragrance. It comprises: Moisturising Shaving Foam (£11.50), Alcohol-free Soothing After-shave Gel (£17.50); Daily Moisturising Complex (£20); Self-Tanning Care Natural Bronzer (£17.50); Refreshing Body Splash (£19); Moisturising Body Lotion (£16); Body and Hair Shampoo (£16); Perfumed Soap (£10); two deodorants, one spray (£15) and one stick (£11.50); and a talc (£12.50). **Christian Dior (UK) Ltd. Tel: 071 235 9411.**

## Veggies unite

Sanatogen has teamed up with the Vegetarian Society to launch a new on-pack promotion running from January to October, 1995.

Consumers can exchange their Sanatogen Vegetarian till receipt for a free Vegetarian Society introductory pack and the opportunity to become a member of the Society at a specially reduced rate of £11.00 per year (usually £15.00). **Roche Consumer Health. Tel: 0707 366000.**

### Christmas Closing

**Aurum Pharmaceuticals Ltd** will be open December 28-30 and reopen after the break on January 3.

**BCM Specials Manufacturing** will be open for all enquiries as follows: December 23, 8am-12pm; December 28-29, 8am-5pm; December 30, 8am-12pm. Freephone: 0500 925935.

**Glaxo Pharmaceuticals, Allen & Hanburys** and **Glaxo Laboratories** are closed from December 23 to January 3, 1995. For emergencies over the holiday period, Glaxo can be contacted on: 081 990 9000.

# Step into the garden with Yardley

Yardley's new toiletries range takes the classic English garden as its theme.

Available from March, Yardley Fragrant Gardens has three fragrances: Lily of the Valley, which the company says represents a wild, overrun garden; Rose, a traditional rose garden; and Orchid, a conservatory.

There are seven lines in each fragrance range: moisturising cream bath (£3.50, 200ml); moisturising soap (£4.95 for a box of 3 x 100g and £1.85 for a single 100g bar); moisturising shower cream (£3.50, 200ml); moisturising body lotion (£3.50, 200ml); body powder (£2.50, 100g); body spray (£2.50, 100ml); and eau de toilette spray (£5.50, 50ml).

Packaging has been illustrated by Charles Penny, a British painter and print maker, and reflects the type of garden to which each fragrance is suited.

Trial 50ml sizes of the cream bath, shower cream and body lotion will be available during the launch period in a pre-packed, on-counter unit, retailing at £0.99. Point of sale material, including shelf strips and in-store show cards, is also available. **Yardley of London. Tel: 0268 522711.**

## Dib, dib, dib

Ever Ready has been appointed 'Official Supplier for Flashlights' to the Boy Scout World Jamboree to be held in the Netherlands next August. **Ever Ready Ltd. Tel: 081 882 8661.**

## Dial Durex

The incorrect telephone number for LRC Products appeared in last week's *Chemist & Druggist*. The correct number is: **0992 451111.**

## Sweet success

Grace Hughes from Leicester has been awarded 'Lollipop Person of the Year' by Chupa Chups. She was presented with the award live on Channel 4's 'Big Breakfast' TV show by Keith Chegwin. **Food Brokers Ltd. Tel: 0705 219900.**

## Extra, Extra

Wrigley's Extra now has an additional variant with Wrigley's Extra Spearmint. **The Wrigley Company Ltd. Tel: 0752 701107.**

## Spray it again

Following the launch of Ocean Spray Cranberry & Blackcurrant juice, the company is now introducing Ocean Spray Pink Grapefruit juice. **RHM Foods Ltd. Tel: 0753 857123.**

## Top tresses

Neutralia Dermo-Protection Frequent Use Shampoo recently won the 'Best New Haircare Product' in the *New Woman* Beauty Awards. **Laboratoires Garnier. Tel: 071 938 5740.**

## Paloma's nails

Following the success of Paloma Picasso's reformulated Mon Rouge Lipcolour, Mon Rouge Nail Enamel is to launch in March. It, too, has been reformulated and now has improved chip resistance and helps to strengthen nails. It is in a glass bottle with a golden stopper. **Prestige & Collections Ltd. Tel: 081 979 6699.**

## Grease free

Procter & Gamble is introducing a Wash & Go Grease Free variant together with a Wash & Go Balanced Conditioner in January. **Procter & Gamble (Health & Beauty Care) Ltd. Tel: 0784 434422.**

## Precious Dior

Christian Dior's look for spring, Les Précieux, has three moods: Solar, Lunar and Diamond. Solar is a mixture of gold shades shot with copper, orange and pink hues. The Lunar look focuses on grey, beige and silver tones, and Diamond goes for a blue and gold harmony. **Christian Dior Ltd. Tel: 071 235 9411.**

## Precision talk

Colgate-Palmolive is re-running the 'Talking Teeth' commercial as part of its £2.7 million support programme for the Colgate Precision toothbrush. A four-week burst in January will be repeated through 1995. **Colgate-Palmolive Ltd. Tel: 0483 302222.**

# Rimmel eyes mascara market

Rimmel is embarking on a major eye make-up promotion in February.

Expert Eyes features the introduction of one new mascara and promotes two existing ones, both reformulated and repacked.

New Power Lash Mascara is a body-building formulation enriched with provitamin B5. It will be available at a special introductory price of £1.85 (normal rrp £2.35). Rimmel will be supporting the launch with an advertising campaign in selected women's press.

Endless Lash Mascara has a promotion price of £1.85, too (normal rsp £2.35). Its pack has new sweeping lash graphics.

Rimmel's 100 per cent Waterproof Mascara will be on offer at £1.70 (normal rrp £2.20). Its new graphics feature a wave design.

A specially-designed selfasta, header card and wobbler are available. Rimmel has also produced an educational leaflet on mascara application and the different formulations. **Rimmel International Ltd. Tel: 0233 625076.**

# Manicures made easy

The French Manicure set from Develop 10 has been designed to make polish application easier, claims the company.

To aid a more professional look, the kit contains self-adhesive guides to stick on the nail to give a perfect half-moon shape. It also contains two sheer tones — Pink Glow and Natural Beige — Soft White for the tips and All Dry (to ensure the manicure sets hard and fast).

The kit retails at £8.95. **Grafton International. Tel: 0543 480100.**

# Spring gift

A limited edition gift with purchase is planned for Gio fragrance this March.

Comprising 50ml tubes of Gio body cream, lotion, bath and shower gel, and 5ml perfume, it is free with 50ml Gio eau de parfum. **Prestige & Collections. Tel: 081 979 6699.**

# Eylure's looking good

Eylure false eyelashes are being relaunched and repackaged for 1995.

The strip lashes have been renamed 'Naturalite', with 12 revised styles.

The new packaging features a sepia-style beauty shot and revamped livery in lilac, navy and silver. The packs now contain an application and care instruction leaflet.

• The Eylure range also contains 'One by One', individual sections of lashes that are glued to natural eyelashes. **Original Additions. Tel: 081 573 9907.**


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## Kodak's golden cash back offer

Customers buying Kodak Gold film from now until the end of February, 1995 are set to benefit from money back offers.

By returning till receipts to Kodak as proof of purchase, customers will receive 50p for one roll, £1 for two and £2 for every three rolls of Kodak Gold film purchased.

The promotion is being supported by a national advertising campaign, with vouchers available for pharmacies to display.

There is also a £2 cash back on Kodak Fun cameras until February 15, 1995. Again, consumers have to fill in a coupon and return it to Kodak with proof of purchase. Display material is available. This promotion runs in tandem with the second set of prints free offer. **Kodak Ltd. Tel: 0442 61122.**

## Duracell takes to the airwaves

A new radio campaign has just broken for Duracell's Xtra Active range.

The three 60-second advertisements parody the 'Life on Earth' TV series by examining feats of long life in nature (including sequoia trees and Galapagos turtles) and finding that they are due to Duracell Xtra Active batteries.

The commercials are on 11 stations across the country until Christmas.

• Duracell is also running its free 'Christmas Battery Service' on 20 stations nationwide, offering listeners free batteries for their presents on Christmas Day if they've forgotten to buy them. **Duracell UK Ltd. Tel: 0293 517527.**

## On TV Next Week

GTV Grampian
B Border
BSkyB British Sky Broadcasting
C Central
CTV Channel Islands
LWT London Weekend
C4 Channel 4
U Ulster
G Granada
A Anglia
CAR Carlton
GMTV Breakfast Television
STV Scotland (central)
Y Yorkshire
HTV Wales & West
M Meridian
TT Tyne Tees
W Westcountry

| | |
|---|---|
| **Alka-Seltzer:** | All areas |
| **Andrews Antacid:** | All areas |
| **Askit Capsules & Powders:** | STV, G & C4 |
| **Benylin Coughs/Children:** | All areas except STV |
| **Benylin 4 Flu:** | All areas |
| **Bisodol Heartburn:** | All areas except CTV, CAR & GMTV |
| **Crest Complete:** | All areas |
| **Dove:** | All areas |
| **Duracell:** | All areas except GMTV & U |
| **Gliss Corimist:** | C4, GMTV |
| **Hedex Headcold:** | GMTV |
| **Meltus:** | C |
| **Nicotinell:** | All areas |
| **Nurofen Cold & Flu:** | All areas |
| **Philips Dental Logic:** | STV, B, G, Y, C, A, M, LWT, TT, C4 |
| **Philishave:** | C4 |
| **Predictor:** | G, W & HTV |
| **Remegel:** | All areas |
| **Sinutab:** | All areas |
| **Vicks Ultrachloraseptic:** | CAR |
| **Wrigley's Extra & Orbit:** | All areas |

**Roche Consumer Health is running a window display competition on Radian-B. The first 500 pharmacists to request the display kit will have the chance of winning ten prizes of a Roadstar hand-held TV set. All pharmacies entering the competition will receive a Radian-B hand towel. Roche Consumer Health. Tel: 0707 366000**

## Denier discounts

Vantage is launching its new hosiery range with a discount promotion starting from January 4 (and running until February 11).

The range has been rationalised from 46 to 33 lines.

Vantage is offering discounts on any mix of the 33 lines — 15 per cent off ten or more outers, 17.5 per cent off 15 or more and 20 per cent off 20 or more.

Also on offer with 20 or more outers is a free display stand worth £25, which can take 20 products and is boxed with POS material.

• Analgesics and vitamin supplements are also on promotion during the same period. **AAH Pharmaceuticals Ltd. Tel: 0928 717070.**

## Flying high with Vantage

Vantage has negotiated a deal with the National Pharmaceutical Association's new travel club to offer its members the convenience of paying for their holiday arrangements through their AAH Pharmaceuticals' account.

This arrangement applies to Vantage members who make their booking through NPA Travel at least two months prior to departure. The balance of the cost after the deposit and insurance have been paid can then be charged to their AAH account.

NPA Travel was launched in June, 1994 by the Association under the management of Travel Clubs International. Discounts of up to 40 per cent are available. **AAH Pharmaceuticals Ltd. Tel: 0928 717070.**

## Nivea's got the blues

The new television advertising campaign for Nivea Creme continues the 'Blue Manifesto' theme.

Along with press advertising, the TV commercial is to run over the Christmas period and throughout the first quarter of 1995.

It is part of a £2.5 million programme. **Smith & Nephew Ltd. Tel: 021 327 4750.**

## Battery alarm!

Retailers should stock up on 9-volt smoke alarm batteries in advance of a Home Office TV advertising campaign which breaks on Boxing Day, says Duracell.

A revised version of the 30-second 'Resuscitation' commercial is being shown which focuses on smoke alarm maintenance, including checking and changing the battery. **Duracell (UK) Ltd. Tel: 0293 517527.**

## Canderel Christmas

New year good intentions will be targeted by Canderel's Christmas TV advertising campaign, which breaks on Boxing Day.

With a spend of over £2 million, the seasonal 'Canderel Snowman' commercial runs from December 26 into the early new year period. This will be followed by two other ads which promote Canderel Spoonful and Canderel Tablets. These will run throughout January and February. **Searle Consumer Products. Tel: 0494 521124.**

## Dieters get new Halo

Halo Foods is introducing a new flavour in its reduced-fat, 97-calorie chocolate snack bar.

Rich Toffee is the third variant, joining Honey & Malt and Orange. **Halo Foods Ltd. Tel: 0654 711171.**

## Sunny forecast

Unichem's latest sunglasses promotion offers a POR of 60 per cent.

The Expressions Sunglasses Collection is available in a wide selection of styles, with retail prices ranging from £5.99 to £12.99. **Unichem plc. Tel: 081 391 2323.**

# Out with the old and in with the new

**1994 is best described as the year that might have been. Relations with the Department of Health over contractor's remuneration remain cool. With the arrival of Care in the Community, pharmacists expected to gain in terms of prestige and funding, but tapping into Social Services has proved difficult. Public criticism of pharmacists' supervisory role in the sale of OTC medicines has heralded sales protocols and training for counter staff. But as 1995 dawns, there is a suspicion that the profession actually gained little in 1994, save lipservice from the Department, as our commentators suggest**

## Terry Maguire

**Member of the Pharmaceutical Society of Northern Ireland**

"1994 was the best of years in that some FHSAs began to commission pharmacists to provide additional services. It was the year contractors began to feel the effects of the new Health Service and the development of the extended role into practice.

"Northern Ireland saw the introduction of a new contract — the beginning of a new era. Like all change, many will find it difficult, but I am assured that the profession will proceed in a stronger position towards the millenium.

"The pace of POM to P switches has increased and I welcome this development above all else.

"It was the worst of years in that no new money was introduced to pay for additional work. On a wider front, 1994 will go down as the year the NHS finally died. In the future the provision of health care will be very different."

## Ann Lewis

**President of the Royal Pharmaceutical Society**

"1994 has been a watershed. The profession recognises the need for change, and there is a willingness to introduce innovative new services. The 'champions for change' are growing ... yet we still need a financial driver. The current remuneration system is a major impediment.

"There is a ray of hope in the new money for schemes to provide advice on prescribing, but more creative ways must be found to reward pharmacists for using their heads as well as their hands!

"I hope 1995 will be the turning point when we realise our potential as the medicine managers of the NHS for the benefit both of the public and its purse."

## Jeremy Clitherow

**National Pharmaceutical Association Board member, secretary of Liverpool Local Pharmaceutical Committee, FHSA member**

"In contrast to 1994, 1995 must be the year of opportunity. Both NHS and Community Care purchasers are publishing their funding intentions and they are actually documenting what they want to buy. But it goes further than that: these are the services that they must obtain to discharge responsibility elsewhere.

"The Government has recently published its brochure of the primary healthcare team in action. It illustrates some of the players in the various teams around the country. Pharmacy is there!

"It's up to us to replicate, adjust, improve and modify existing skills and even to innovate as appropriate for our local health needs."

## Elizabeth Roddick

**Community pharmacist and runner-up in the 1994 Glaxo Pharmaceutical/*C&D* Community Pharmacy Award**

"1994 has made community pharmacists more aware of their vulnerability in terms of contracts, monopoly paymasters and competition. It has also made them aware of their uniqueness in the primary care team. It has focussed attention on what they should be doing well — the sale of P medicines and counselling patients on prescription items.

"One worry for the future is that community pharmacists will be expected to do more and more in community care for little return. I urge a united front to negotiate the 'rate for the job' instead of offering services for nothing."

## Peter Jenkins

**Community pharmacist and chairman of Mid Glamorgan Local Pharmaceutical Committee)**

"During the past year, we have tried to establish closer contacts both with GPs, setting up an after-hours formulary, and with community nurses, by encouraging them to contact pharmacists at the earliest stages of the treatment of patients needing 'special' preparations.

"We have pursued the involvement of pharmacists in the health gain areas and sought to set up joint ventures with Social Services. Our needle exchange scheme is successful. We have got further forward with some projects than with others but these, and more, will be progressed in 1995.

"A particular worry for next year is the various effects of the large companies on pharmacy services. We plan to develop community care-related projects and set up a paid after-hours on-call system.

"Getting welfare milk tokens through pharmacies would also be nice in 1995."

## Mike Rudin

**Superintendent pharmacist, Tesco**

"Obtaining new NHS contracts for superstores has been very difficult, and the relocating NHS contracts over short and long distances continues to be enmeshed in cumbersome procedures.

"Hopefully these will become simplified in the near future and we will see a better interpretation by the FHSAs and the Appeals Unit in truly reflecting the positioning of pharmacies to where people go about the fabric of their lives and to shop.

"We would hope to see all the decision-making authorities taking into account what the public actually wants with regard to pharmaceutical services, and to adapt accordingly.

"We would like to see the profession moving towards a far more advice-led service, no longer so dependent on dispensing. Greater standards of advice and better time management skills for pharmacists are required in the immediate future.

"It is also inevitable that the public will expect a higher standard of premises. At Tesco we feel that our pharmacists will be ready for this changing role and we look forward to 1995 with great confidence."

## Andrew Taylor

**Glasgow community pharmacist and chairman of the Scottish Pharmaceutical General Council**

"1994 saw the culmination of several years of change in the remuneration structure for Scottish contractors, with the introduction of the one fee and professional allowance system. I believe this will be seen to be important to the future development of our profession.

"Contractors have continued to increase their efficiency at rates which have exceeded the Government's targets for other parts of the NHS. Regrettably, this contribution has not been adequately remunerated (yet!). My hope for 1995 is that it will be recognised.

"I have no obvious candidate for the star performer of 1994, but foresee a great opportunity for a Government minister to become one in 1995!"

## Wally Dove

**Vice-chairman of the National Pharmaceutical Association and Oxfordshire pharmacy proprietor**

"In my opinion, there have been three main influences on community pharmacy during 1994.

"The continued erosion of profit from dispensing is removing the incentive to enter, or even stay in community pharmacy. The accounting equations look decidedly marginal in this 'do it for nothing' culture that has overtaken us.

"Multiple pharmacy companies have continued to grow, with or without contracts, and if cross-acquisition occurs during 1995, the face of community and wholesale pharmacy could change radically overnight.

"GPs are now becoming commercial animals. Driven by fundholding, they will become increasingly aggressive in both urban and rural situations as they consider pharmacy to be just one more profit opportunity with no direct professional involvement necessary.

"We must resist the slide into becoming an employee profession, as it is the only way to prevent compromising the future practice of pharmacy."

## Julian Ashley

**Superintendent pharmacist at Safeway, and press officer, Young Pharmacists' Group**

"I could be accused of being premature, but several things happened in 1994 which for me signify a sea change in pharmacy.

"The year started with extreme dissatisfaction among pharmacists. Fundamental questions about the continued survival of the profession were on everyone's lips. In the elections to Council, the membership voted for the devils they didn't know, instead of the ones they did.

"The year was marred slightly by the reluctance to accept the need for audit. A much-reduced BPC offered little opportunity to exchange views at any length.

"Among the highlights of the year was the decision to introduce protocols to ensure we raise the standard of involvement in OTC sales. As always, the YPG conference stood out. The conference was told that Council is to get together for a day's strategy formulation session — revolutionary stuff!

"My star of 1994? Andrew Burr, YPG chairman — a true visionary with energy. A rare thing in pharmacy!"

## Sarah Mawhinney

**President of the Ulster Chemists' Association**

"One of the most useful events of the year must have been our one-day seminar on the 'Future of community pharmacy'. Past president Frank Murray has been particularly adept at opening communications between the UCA and others.

"During the past year there has been an effort, which I believe to have been successful, to inform our members about the changing face of community pharmacy. The informed pharmacist is obviously in a much stronger position to successfully deal with the challenges in our profession than those who are unaware of what lies ahead.

"The challenge for the incoming year must be to extend the work that has been done in the past. Our Association must build on the contacts which have been made and endeavour to help our members plan and adapt for their future role. An active involvement in Pharmacy Week will be a priority."

## Andrew Burr

**Pharmaceutical adviser at Mid Glamorgan Family Health Services Authority, past chairman of the Young Pharmacists' Group**

"1994 saw the roller-coaster for change in the profession gain momentum with some new faces in the higher echelons of power. The much delayed Community Pharmacy Group was a tremendous step forward and the profession should start to reap the rewards in the New Year.

"Personality of the year must go to Machiavelli in the guise of the YPG.

"1995 will see the first tentative steps towards managed healthcare in the UK, with the launch of a number of pharmacy benefit schemes. Unfortunately, *Which?* surveys will continue to expose the frailties of our profession and the public relations department at the Society will be given a last chance to demonstrate it has a role to play as we approach 'Pharmacy Week'.

"I also predict that in 1995 more pharmacists than ever before will vote in the Council elections, encouraged by the greater exposure of the candidates' views through the YPG hustings, and that Mid Glamorgan's 'Primary Care Pharmacist' (PCP) model (*C&D* June 18, p1028) will be established throughout the country.

"We must also ensure that pharmacy is patient-focused — a New Year's Resolution I hope all 38,000 pharmacists can subscribe to."

## Arthur Williams

**(Chief administrative pharmaceutical officer, Grampian Health Board)**

"The year that is drawing to an end has been notable for a number of exciting developments for the Guild of Hospital Pharmacists. Ron Pate, the immediate past president, worked effectively to give a clear overall sense of purpose.

"1994 saw the successful launch of the Guild's first professional interest group, the Management Interest Group. The last meeting of Guild Council agreed to establish an interest group for technical services pharmacists, and the Guild will help establish a network for pharmacists in both community and hospital practice, working in the field of substance abuse.

"The Pharmaceutical Society has been blessed by the emergence of Ann Lewis as an outstanding president. At a time when pharmacists have almost unlimited opportunities to contribute to the 'Health of the Nation' objectives, Miss Lewis has shown she has the qualities to both guide the profession into healthy alliances and to defend the pharmacist's key role as 'safety net and overseer' of patients' medication."

## William Darling

**Chairman of the South of Tyne Health Commission, former RPSGB president and chairman of the Standing Pharmaceutical Advisory Committee**

"The success story of 1994? The statements from within and without the profession that, in tandem with the extended and changing role, the core function of the pharmacist remains that of responsibility for the well-being of the patient in relation to the medicines they take.

"The major disappointment of 1994? That non-contract pharmacies continue to participate in NHS dispensing in England and Wales.

"My first wish for 1995 is that the Government will act to end this practice, which makes a nonsense of current regulations.

"My second wish, in common with many others, is to win the National Lottery. Happy New Year."

# Unichem alliance to open new markets

Unichem has formed an alliance with five European pharmaceutical wholesaling groups in a bid to open up new markets and develop over the counter medicines in Europe.

The joint venture company is called International Pharmaceutical Service Organisation BV and will start operations in the new year. The partners are Unichem (UK); Alliance Santé with Ile de France Pharmaceutique (France); ERPI (France) and Alleanza Farmaceutica (Italy); ANZAG (Germany); Galenica Holding (Switzerland); and Sanacorp (Germany).

IPSO will be based in Holland, with Jeff Harris, chief executive of Unichem, as chairman of the board. The chief executives of the other companies will also join the board.

Mr Harris says: "The alliance will open up new markets and put a greater momentum behind all the partners."

The venture aims to develop efficient European distribution systems in terms of cost, service and quality. The group will also develop services to the 50,000 pharmacies it supplies.

The Organisation will be working towards three goals: improving distribution from manufacturer to wholesaler; sourcing and using its joint buying power to achieve better pricing on non-prescription products, such as OTC medicines and dressings; and developing the OTC market in Europe by drawing on expertise from the UK.

Mr Harris says Unichem will benefit in the short-term from sourcing, but in the long-term hopes to win new distribution contracts in Europe.

"This is the first real opportunity for the creation of pan-European distribution agreements in the healthcare sector. International Pharmaceutical Service Organisation will not only address the current and future needs of pharmacies and their patients, but will also offer a vital service to the pharmaceutical industry in general," says Mr Harris.

## SB — an apology

Jan Leschly, chief executive of Smithkline Beecham, at a presentation to City analysts on December 12, alluded to the fact that the company had 78 production sites worldwide and that there were possibly synergies to be had in looking at those plants.

This was misinterpreted in *Chemist & Druggist* (December 17, p975); there will be no wholesale closures, and we apologise for the error.

## Niedel to head up Glaxo's R&D

Dr James Niedel has been appointed group research and development director for Glaxo, with worldwide responsibility for this sector.

He will be reporting direct to Sir Richard Sykes, deputy chairman and chief executive of Glaxo Holdings. Dr Niedel will also take over the post of managing director of Glaxo Research and Development.

Glaxo's R&D will be reorganised under Dr Niedel with the following appointment changes from January 1, 1995: Dr James Palmer, group development director, based in the UK; Dr Barry Ross, group research director; Dr Allan Baxter, research director at Glaxo Research and Development; with Sir Mark Richmond, assuming an advisory role for research.

Dr Terence Eaves will take over the current responsibilities of Dr Niedel as senior vice president of Glaxo Inc and director of the Glaxo Research Institute in North Carolina. Dr Goran Ando, currently group development director, is assigned special duties, reporting to Sir Richard Sykes.

- Glaxo Pharmaceuticals is reorganising its management structure at its UK head office to realign its two trading companies, Glaxo Laboratories and Allen & Hanburys.

The trading names will be retained, but the focus will be on brand and customer marketing.

Stephen Whitehead, head of communications at Glaxo Pharmaceuticals, says the 'Customer Focus Programme' was initiated "to recognise the changing structure of the NHS and to respond to its changing needs".

Glaxo also wants to be presented as a more customer-friendly organisation, but details of how this will be achieved are unknown at the moment, adds Mr Whitehead.

Restructuring has already taken place at senior management level and will gradually filter down the company.

## Transdermal flurbiprofen in S Africa

Boots Pharmaceuticals has launched a flurbiprofen patch in South Africa. Transact, a prescription-only product, has been available in the country since October.

It is licensed for the symptomatic relief of soft tissue rheumatism, soft tissue injuries and superficial osteoarthritis.

Transact has been granted marketing authorisation in Italy, and Boots Italia is hoping to introduce the product early in 1995.

Boots Pharmaceuticals was unwilling to comment on any plans for the product in the UK.

## ABPI looks out for investors

The Government and the Association of British Pharmaceutical Industry have teamed up in a venture to attract foreign investment into the UK.

The initiative, Prescribe UK, is aiming in particular at Japanese and US pharmaceutical and bio-pharmaceutical investors, seeking a European base.

Bolstered by the establishment of the European Medicines Evaluation Agency in London, ABPI director general Dr Trevor Jones says: "Britain is home to one of the most progressive and innovative pharmaceutical industries in the world — [it is] a natural base for overseas companies."

## Intercare pre-tax profits fall

Intercare saw pre-tax profits fall by 45.9 per cent from £4.31 million in 1993 to £2.33m in the year end to October 31, 1994.

In the same period, operating profit decreased by 40.7 per cent to £2.69m, while turnover increased by 13.6 per cent from £39.03m-£44.34m.

The fall is attributed to low performance in the mobility division due to legislation in the Dutch market, and in the medical products division due to trading difficulties in its occupational health and dental businesses.

## CP wins Japanese clinical trial contract

CP Pharmaceuticals in Wrexham has won a contract to manufacture clinical trial supplies for Chugai Pharmaceuticals in Japan. If subsequent clinical investigations are successful, CP may be appointed to manufacture the product commercially for sale in the UK and for export to Europe, the US and Japan.

The Japanese research and development company is investing a sum in the "lower hundreds of thousands of pounds", according to Charles Savage, chief executive at CP. The deal is also expected to generate 6-10 additional jobs in Wrexham.

CP will start production of the ethical product early in the new year and will be involved in the manufacture and validation of the trials and in areas of development work.

Mr Savage says: "The commercial deal will depend on how well the trial is completed and how the new product performs under practical conditions."

Mr Savage says that if the commercial deal went ahead, CP would invest some of its own capital into upgrading its manufacturing systems to US Food and Drug Administration standards.

# About people

## Dallas boss a £100,000 Fantasy Fund winner

It's not often the *Wall Street Journal* devotes a solid 28 column inches to a UK pharmacist. But then it's not every day that a UK pharmacist turns a £10 million investment into £502m over six months.

That's a return of over 5,000 per cent. No doubt Jayesh Manek, who owns the eight stores in the London-based Dallas Chemist group, wishes he could make as much on his NHS business!

This vast fortune is, unfortunately, not real. However, Mr Manek's achievement has won him the £100,000 top prize in *The Sunday Times* Fantasy Fund Manager game. He also pulled in 16 weekly prizes of £1,000, not bad compensation for an outlay of £560 and the time spent running his portfolio.

His achievement is all the more impressive if you look behind the headlines. More than 41,000 funds entered the game and just over 13,000 finished in profit. Mr Manek entered 28 funds and 18 finished in the top 50, eight in the top 12. His worst performer, though, was 11th from bottom and finished trading with a value of £1.31.

Mr Manek admits he would probably not do nearly so well if he was investing his own money, although he has a sizeable portfolio of stocks and options.

Some of his best competition coups came from making astute 'investments' in small shares, sometimes at several times more than the stock market capitalisation of the stock in question, which was permitted under the competition rules.

Having beaten more than 350 City professionals at their own game, it might be thought fund managers would be pushing through the shop door, but Mr Manek says he has not received any approaches yet.

Picture: Francesco Guidicini/Times Newspapers

Jayesh Manek

However, he can be buoyed by the *Wall Street Journal*, which reports thatrecruitment consultants think 'fund managers will snap up someone like Mr Manek' if he is serious about leaving community pharmacy.

## Bath's PCCAL is a winner

A team from the University of Bath's School of Pharmacy and Pharmacology has won a major award for the best design of a computer-assisted learning package.

The software package, which replaces laboratory practicals to show the principles of drug action on animal tissue, won top prize against 200 other entries as the best medical science program in the European Academic Software Awards.

The software is one module within a series of computer assisted learning packages being developed by the Pharmacy Consortium for Computer Aided Learning.

The consortium, comprising 16 UK schools of pharmacy, has received a £600,000 educational grant to develop the 'courseware'. Some 20 modules are currently in use or being evaluated by schools of pharmacy.

### Obituary

Denis Mawdsley, chairman of Mawdsley-Brooks & Co Ltd, the Salford-based independent pharmaceutical wholesaler, died at his home in St Annes-on-Sea on December 7. He was 82 years old. He is survived by his wife Doreen and their three children.

Mr Mawdsley joined the family business in the 1930s and was active in the business until his death. The company acquired Joseph Brooks & Co Ltd in 1958 but it was not until 1974 that the two companies were consolidated under the name Mawdsley-Brooks & Co Ltd. In that year the turnover of the two businesses was £1.25 million. Annual turnover is now stands at £75 million. The company is the UK's leading independent wholesaler with depots in the Midlands at West Bromwich and Sheffield in Yorkshire.

*Mr Jim Salt, managing director, writes:* "The news of Denis's death was received by his friends and colleagues with deep sadness. Many of us have worked alongside him for 20-30 years and will remember him with great affection. During his years as chairman he succeeded not only in creating a highly successful company but one which was regarded by all of us who were a part of it, as a 'family' business in the very best sense. In partnership with the Mawdsley family we will take the company forward with the new generation"

**Zyma Healthcare has been named Supplier of the Year by AAH Pharmaceuticals. Sales director Les Wood (left) and national accounts manager Mike Smith (right) were presented with a crystal trophy by AAH Pharmaceuticals' managing director, David Taylor, at a recent suppliers' conference at the Wilmslow Moathouse Hotel, Cheshire**

### Appointments

Zeneca Pharmaceuticals has appointed **Dr John Kennerley** as head of its pharmaceutical department.

**Maggie Jackson** has been appointed group product manager for the Halls Mentho-Lyptus, Halls Soothers and Fruit-tella brands by Warner-Lambert Confectionery.

**Anthony Bush** has joined Ferrosan Healthcare in the newly-created post of marketing director. He joins Ferrosan from Milupa UK.

Schwarz Pharma has appointed **Neil Copping**, formerly its head of pharmaceutical affairs, as head of marketing for Britain, with effect from January 1, 1995.

The Scottish CAPO Group has a new chairman and secretary. **Alan MacDonald** (Dumfries and Galloway Royal Infirmary) succeeds **Alan Webb** as chairman; and is himself succeeded as secretary by **Dr Howard McNulty** (Greater Glasgow Health Board).

**Ron Jackson, pharmaceutical officer at the Department of Health, is to retire at the end of 1994 after nearly 12 years' service. He worked mainly on the Drug Tariff and advised on dressings and appliances. Before joining the Department he had been a proprietor pharmacist in central London since the mid-1960s. Paying tribute to him at a reception at Richmond House last week, Bryan Hartley, the Department's chief pharmaceutical officer, recalled how Mr Jackson was once mistaken for Denis Healey on a train and treated to a free lunch by British Rail!**

# CHEMIST & DRUGGIST PRICE SERVICE

VANTAGE
THE SYMBOL FOR SUCCESS

This Supplement updates the latest Chemist & Druggist monthly Price List. It provides a cumulative list of amendments and previous Supplements should therefore be discarded.
Trade prices are per unit unless otherwise stated. Bold upright figures **(0.14)** in the retail column indicate price is subject to retail price maintenance. Italic figure *(0.14)* is the manufacturers recommended price. Light upright (0.14) is a suggested guide. **a** = price advanced. **r** = price reduced. ● = new entry. **d** = deleted. **c** = change or correction. **i** = insert. **Three simple rules for price checking. 1.** Look under 'This Week's changes'. *If price is not listed.* **2.** Check cumulative section. *If price is not listed.* **3.** Refer to the last main price list. *Price is latest notified.*

## This week's changes to the January Price List.

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| **ADSEPT** (CIBA Vision) | | | | | | |
| *Effective January 01* | | | | | | |
| contact lens solution | 250ml | 212-9856 | 6 120 | S | *8 99* GSL | • |
| **AMBRE SOLAIRE** (Laboratoires Garnier) | | | | | | |
| *Effective January 01* | | | | | | |
| aftersun skin soother | 400ml | 214-1182 | 29 440(6) | S | | • |
| moist tanning milk | | | | | | |
| SPF 12 | 400ml | 214-1174 | 47.860(6) | S | | • |
| SPF 4 | 400ml | 214-1141 | 40 490(6) | S | | • |
| SPF 8 | 200ml | 214-1158 | 27.590(6) | S | | • |
| | 400ml | 214-1166 | 44 180(6) | S | | • |
| **ANALOG** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| MSUD | | | | | | |
| special diet food | 400g | 023-7024 | 21 820 | S | BS | a |
| RVHB | | | | | | |
| special diet food | 400g | 023-6182 | 21 820 | S | BS | a |
| Xleu | | | | | | |
| special diet food | 400g | 208-0646 | 21 820 | S | BS | a |
| XLys | | | | | | |
| special diet food | 400g | 004-3208 | 21 820 | S | BS | a |
| XMet,Thre,Val,Isoleu | | | | | | |
| special diet food | 400g | 023-6364 | 21 820 | S | BS | a |
| XPhen, Tyr | | | | | | |
| special diet food | 400g | 023-6265 | 21 820 | S | BS | a |
| **BARRIER** (Johnson & Johnson Medical) | | | | | | |
| minor surgical system | MMS001 | 085-8613 | 20 090(8) | S | *35 41* | d |
| **BEAUTY WITHOUT CRUELTY** (Beauty Without Cruelty) | | | | | | |
| perfume range | | | | | | |
| aurelia | 8ml | 001-5529 | 4 340 | S | *7 66* | d |
| suma | 8ml | 032-7825 | 4 340 | S | *7 66* | d |
| yolanda | 8ml | 001-5701 | 4 340 | S | *7 66* | d |
| aurelius aftershave | 50ml | 038-5914 | 3.520 | S | *6 20* | a |
| cover-up stick | | 084-5347 | 1.500 | S | *2.65* | a |
| deodorant | | | | | | |
| Beau | 30ml | 032-5431 | 1.130 | S | *1 99* | a |
| Madonna Lily | 30ml | 032-5472 | 1.130 | S | *1.99* | a |
| Yolanda | 30ml | 032-5597 | 1.130 | S | *1 99* | a |
| eye make-up | | | | | | |
| definers | | 032-5860 | 0.990 | S | *1.75* | a |
| eye shadow | | | | | | |
| pressed powder | | 014-8650 | 1 450 | S | 2.55 | a |
| | duo | 084-5420 | 1.620 | S | *2.85* | a |
| Kohl pencil | | | 0 990 | S | *1 75* | a |
| *aubergine 214-6322, azure 214-6348, teal 214-6330, walnut 214-6314* | | | | | | i |
| mascara | | 014-8684 | 1.450 | S | *2 55* | a |
| remover lotion | 50ml | 002-0925 | 1 530 | S | *2 70* | a |
| hair care | | | | | | |
| shampoo | 150ml | 014-8825 | 1.070 | S | *1.89* | a |
| henna | 150ml | 014-8833 | 1 070 | S | *1 89* | a |
| lip balm | | 084-5362 | 1.530 | S | *2.73* | a |
| lip liner | | 002-0933 | 0.990 | S | *1.75* | a |
| lipstick | | 014-8635 | 1 450 | S | *2 55* | a |
| make-up | | | | | | |
| base | 30g | 001-3078 | 1.820 | S | *3.20* | a |
| blusher pressed powder | | 014-8676 | 1.360 | S | *2 40* | a |
| liquid | 30ml | 084-5412 | 1 760 | S | *3 10* | a |
| translucent compressed powder | | | | | | |
| | 12g | 032-6124 | 1 900 | S | *3 35* | a |
| | refill | 018-6817 | 1.280 | S | 2 25 | a |
| nail colour | 13ml | 032-6652 | 1 300 | S | *2.30* | a |
| pencil/crayon sharpener | | 002-3051 | 1.330 | S | *2.35* | a |
| perfume range | | | | | | |
| Cologne | | | | | | |
| aurelia | 50ml | 032-6702 | 4 510 | S | *7.95* | a |
| suma | 50ml | 032-7155 | 4 510 | S | *7.95* | a |
| yolanda | 50ml | 032-7163 | 4 510 | S | *7.95* | a |
| skin care | | | | | | |
| avocado moisturiser | 150ml | 014-2984 | 2.610 | S | *4.60* | a |
| cleansing cream | | | | | | |
| flowers of lilac | 75g | 032-6694 | 1 960 | S | *3 45* | a |
| coconut & palm oil | | | | | | |
| soap | 100g | 027-6022 | 0 390 | S | *0.59* | a |
| cucumber cleansing milk | 150ml | 014-3073 | 2 240 | S | *3 95* | a |
| enriched moisturising cream | 75g | 002-0883 | 2 240 | S | *3 95* | a |
| eye cream | 15g | 018-6072 | 1 220 | S | *2 15* | a |
| face mask cream | 100ml | 002-0909 | 1.870 | S | *3 30* | a |
| facial cleansing bar | 75g | 037-1484 | 1.500 | S | *2 65* | a |
| rose petal skin freshener | 150ml | 014-3081 | 2 100 | S | *3.70* | a |
| scrub cream with oatmeal | 100ml | 002-0917 | 2 240 | S | *3 95* | a |
| special care moisturiser | 75g | 214-6363 | 2 240 | S | *3 95* | • |
| sunflower & wheat cream | 75g | 038-6102 | 2 240 | S | *3 95* | a |
| yolanda beauty | | | | | | |
| soap | 100g | 027-6048 | 0 460 | S | *0 69* | a |
| yolanda dusting powder | 100g | 038-6037 | 1.330 | S | *2.35* | a |
| soothing eye balm | 15ml | 038-4891 | 1 110 | S | *1 95* | a |
| Sun Care | | | | | | |
| after sun moisturiser | 100ml | 029-1724 | 2 040 | S | *3 60* | a |
| lotion | | | | | | |
| high protection | 100ml | 029-1344 | 3 120 | S | *5 50* | a |
| low protection | 100ml | 029-1518 | 2.580 | S | *4 55* | a |
| medium protection | 100ml | 029-1484 | 2 950 | S | *5 20* | a |
| sun deflectant cream | 50ml | 029-1658 | 2 440 | S | *4 30* | a |
| **BELLE COLOR** (Laboratoires Garnier) | | | | | | |
| *Effective January 01* | | | | | | |
| hair colourant cream | | | 8 040(3) | S | | |
| *copper 214-0895* | | | | | | i |
| **BILASTIC** (Pharma-Plast) | | | | | | |
| *Effective January 01* | | | | | | |
| elastic support & compression bandage | | | | | | |
| two way stretch light | | | | | | |
| 10cm x 3m | 1810 | 019-2575 | 7 680 | S | | a |
| 8cm x 3m | 1811 | 019-2336 | 6 970 | S | | a |
| two way stretch medium | | | | | | |
| 10cm x 3m | 1815 | 019-3193 | 8 150 | S | | a |
| 8cm x 3m | 1816 | 019-2799 | 7 670 | S | | a |
| **BILUGEN TEST** (Boehringer Mannheim(Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| reagent strips | 50 | 048-9443 | 8 470 | S | | a |
| **BM TEST** (Boehringer Mannheim(Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| 3 | strips 50 | 040-9698 | 4 400 | S | | a |
| 4 | 50 | 040-9755 | 6 110 | S | | a |
| 5L | 50 | 041-3179 | 6.570 | S | | a |
| 7 | 100 | 046-9478 | 15 400 | S | | a |
| 8 | 50 | 047-9774 | 10 690 | S | | a |
| meconium | 50 | 040-9672 | 23.710 | S | | a |
| Micur BT | 50 | 001-3284 | 44 170 | S | | a |
| test simplets | 50 | 001-3409 | 106 820 | S | | a |
| **BM-HOPITEST** (Boehringer Mannheim(Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| medical-diagnostic test strips | | | | | | |
| for urine analysis | 50 | 072-9855 | 6 350 | S | | a |
| **BM-TEST-GP** (Boehringer Mannheim(Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| medical-diagnostic test strips | | | | | | |
| for urine analysis | 100 | 072-9590 | 8 470 | S | | a |
| **BODYTREATS** (Bodytreats Ltd) | | | | | | |
| bath oils | 10ml | 006-9831 | 9 870(3) | S | 5 95 | a |
| facial oils | 25ml | 036-0776 | 13 170(3) | S | *7 95* | a |
| massage oils | | | | | | |
| 1,2 & 3 packs | 65ml | 004-6151 | 23 040(6) | S | *6 95* | a |
| organic essential oils | | | | | | |
| lavender | 10ml | 007-8022 | 11 190(3) | S | *6 75* | a |
| **CALLARD & BOWSER** (Terry's Group) | | | | | | |
| pastilles | | | | | | |
| blackcurrant | 38g | 095-8272 | 6 400(36) | S | 0.25 | d |
| pocket packs | 100g | | 5.190(12) | S | *0.59* | d |
| *butterscotch 057-0176, cream line toffee 057-0168,* | | | | | | d |
| *liquorice toffee 057-0184, mint toffee 057-0192* | | | | | | d |
| tangs | 20g | | 6 950(36) | S | *0.25* | d |
| *orange & lemon 057-0218, raspberry & blackcurrant 057-0200* | | | | | | d |
| | 50g | | 8.200(18) | S | *0.59* | d |
| *orange & lemon 057-0234, raspberry & blackcurrant 057-0226* | | | | | | d |
| toffee rolls | 38g | 008-3857 | 6.660(36) | S | *0 29* | a |
| **CALOGEN** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 1ltr | 032-9417 | 12 060 | Z | BS | a |
| | 250ml | 003-9016 | 20.040(6) | Z | BS | a |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| **CANTIL** (Boehringer Mannheim(Pharms)) | | | | | | |
| tablets | 50 | 004-1830 | 2 680 | S | **4.72** POM | d |
| **CARDI-O-JECT** (Internat Medication Systems) | | | | | | |
| intracardiac | | | | | | |
| drug admin needle | 4055 | 202-5286 | 3 170 | S | | d |
| **CARELINE** (Pharma-Plast) | | | | | | |
| *Effective January 01* | | | | | | |
| incontinence products | | | | | | |
| community leg bag straps | | 094 5014 | 11 590(10) | S | | a |
| leg bag with long tube | 350ml | 001 2021 | 20 820(10) | S | | a |
| | 500ml | 001-2013 | 21 370(10) | S | | a |
| | 750ml | 001 1833 | 21 920(10) | S | | a |
| leg bag with short tube | 350ml | 001-1320 | 20 820(10) | S | | a |
| | 500ml | 001-1403 | 21 370(10) | S | | a |
| | 750ml | 001 1825 | 21 920(10) | S | | a |
| night drainage bags | | | | | | |
| E1 | 2ltr | 001 1296 | 1 810(10) | S | | a |
| E2 | 2ltr | 001 1189 | 1 940(10) | S | | a |
| E4 | 2ltr | 001-1148 | 4 750(5) | S | | a |
| **CARNATION** (Cuxson Gerrard) | | | | | | |
| *Effective January 01* | | | | | | |
| bunion rings NHS | thick | 004 3117 | 7 220(12) | S | *1 06* | a |
| callous caps | 2 | 004 3125 | 9 580(15) | S | **1.12** GSI | a |
| chiropody felt | | | | | | |
| adhesive | 5mm | 004 3133 | 7 220(12) | S | *1 06* | a |
| non-adhesive | 7mm | 036-6450 | 8 050(10) | S | *1 42* | a |
| corn caps | 5 | 004 3141 | 20 280(30) | S | **1.19** GSI | a |
| corn rings | | | | | | |
| foam-o-felt | | 211-0377 | 7 220(12) | S | *1 06* | a |
| corn rings 3mm | | | | | | |
| round | 12 | 007 7230 | 7 220(12) | S | *1 06* | a |
| corn rings 5mm | | | | | | |
| oval | 9 | 004-3174 | 7 220(12) | S | *1 06* | a |
| verruca treatment | | 007 7016 | 11 060(6) | S | **3.25** GSI | a |
| **CELANCE** (Lilly) | | | | | | |
| tablets | | | | | | |
| 50mcg | 75 | 214 1455 | 27 500 | S | POM | • |
| 50mcg | 100 | 214-1463 | 36 600 | S | POM | • |
| **CELLONA** (Vernon Carus) | | | | | | |
| plaster of Paris bandages | | | | | | |
| 2 75m x 10cm | 91182 | 214 5811 | 49 530(60) | S | | • |
| 2 75m x 15cm | 91184 | 214 5829 | 41 430(36) | S | | • |
| 2 75m x 5cm | 91180 | 214 5837 | 33 650(60) | S | | • |
| 2 75m x 7 5cm | 91181 | 214-5803 | 38 730(60) | S | | • |
| undercast padding bandages | | | | | | |
| 2 75m x 10cm | 92842 | 214-5860 | 19 480(48) | S | | • |
| 2 75m x 15cm | 92843 | 214-5878 | 20 770(36) | S | | • |
| 2 75m x 20cm | 92844 | 214-5886 | 18 190(24) | S | | • |
| 2 75m x 5cm | 92841 | 214 5845 | 24 710(96) | S | | • |
| 2 75m x 7 5cm | 92841 | 214 5852 | 23 470(72) | S | | • |
| **CHOLEDYL** (Parke Davis & Co) | | | | | | |
| tablets | | | | | | |
| 200mg | 100 | 005 0245 | 3 000 | S | P | d |
| **CIDEX** (Johnson & Johnson Medical) | | | | | | |
| sterilising solution | 1l | 026-5421 | 12 500(4) | S | HPSL | a |
| | 5l | 026-5561 | 28 200(4) | S | HPSL | a |
| longlife | 1l | 001-3391 | 21 800(4) | S | HPSL | a |
| | 5l | 026-5736 | 11 750 | S | HPSL | a |
| **CLARITYN** (Schering-Plough) | | | | | | |
| syrup | | | | | | |
| 5mg/5ml | 100ml | 048-0095 | 90 840(12) | S | POM | c |
| **CLORETS** (Warner Wellcome Cons H/C) | | | | | | |
| *Effective January 02* | | | | | | |
| breath freshener | | | | | | |
| chewing gum | 17g | 024-2909 | 4 100(20) | S | *0 33* | a |
| mint | 32g | 024-2701 | 4 350(20) | S | *0 33* | a |
| mints | | | | | | |
| sugar free | 32g | 008-4657 | 4 350(20) | S | *0 33* | a |
| **CLOUDSOFT** (Lullaby) | | | | | | |
| family tissues | | | | | | |
| multi-pack | 150 | 033-5893 | 5 820(12) | S | | d |
| white | 150 | 033-2544 | 5 820(12) | S | | d |
| mansize tissues | 100 | 033-2189 | 11 640(24) | S | | d |
| pocket pack tissues | 10 x 36 | 047-4981 | 5 820(2) | S | | d |
| **COZEE COMFORT** (Burco Dean) | | | | | | |
| electric overblankets | | | | | | |
| double | D | 038-4636 | 31 020 | S | 52 99 | a |
| double/dual | DD | 038-4875 | 42 230 | S | 62 99 | a |
| single | S | 038-4610 | 27 890 | S | 42 99 | a |
| electric underblankets | | | | | | |
| double | D | 038-4123 | 16 600 | S | 27 95 | a |
| | JD | 006-1382 | 14 280 | S | 23 95 | a |
| | LDF | 006-1341 | 19 300 | S | 24 99 | a |
| double/dual | DD | 038-4115 | 20 890 | S | 34 95 | a |
| | LDDF | 035-5222 | 23 890 | S | 34 99 | a |
| single | S | 038-4230 | 13 080 | S | 21 95 | a |
| | JS | 006-1374 | 11 330 | S | 17 95 | a |
| | LSF | 006-1333 | 14 860 | S | 19 99 | a |
| foot warmer | FW2 | 001 4167 | 11 890 | S | 17 99 | a |
| heat pad | HP3 | 214-5480 | 11 890 | S | 17 99 | • |
| mattress covers | | | | | | |
| fleecy | DMF | 038 4263 | 25 350 | S | 41 95 | a |
| | SMF | 214 5464 | 20 820 | S | 34 95 | • |
| | DDMF | 038-4552 | 29 780 | S | 49 95 | a |
| | KDDMF | 214 5472 | 32 060 | S | 52 95 | • |
| **CURAD** (Kendall Healthcare Products) | | | | | | |
| plasters | | | | | | |
| kid care | 30 | 087 3679 | 5 100(6) | S | *1 49* | c |
| **CURITY** (Kendall Healthcare Products) | | | | | | |
| braces | | | | | | |
| strap arm sling | youth | 006-2760 | 3 710 | S | 6 50 | a |
| braces | | | | | | |
| ankle | | | | | | |
| spiral lift | tan | | 2 420 | S | 4 25 | |
| *small 095-4925 medium 095-4917 large 095-4891 ex large 095 4883* | | | | | | |
| X action knee | | | 4 430 | S | 7 95 | |
| *ex ex large 214-5498* | | | | | | |
| **CURITY** (Kendall Healthcare Products) | | | | | | |
| nursing breast pads | 36 | | 1 430 | S | 2 50 | |
| *regular 088 2019* | | | | | | |
| **CUXSON GERRARD** (Cuxson Gerrard) | | | | | | |
| *Effective January 01* | | | | | | |
| belladonna plasters BPC | | | | | | |
| red flannelette | 19cm x 12 5cm | 033-9051 | 7 630(10) | S | **1.34** P | |
| large | 28cm x 17 5cm | 033-9069 | 12 600(10) | S | **2.21** P | |
| white cloth | 19cm x 12 5cm | 033-9036 | 5 820(10) | S | **1.02** P | |
| | 28cm x 17 5cm | 033-9044 | 9 690(10) | S | **1.70** P | |
| felt-four pieces 22 5cm x 45cm | | | | | | |
| adhesive | | | | | | |
| semi compressed wool | 10mm | 022-2117 | 32 460 | S | *57 21* | |
| non adhesive | | | | | | |
| semi compressed wool | 5mm | 003-6541 | 13 820 | S | *24 36* | a |
| | 7mm | 003 6566 | 18 040 | S | *31 79* | a |
| | 10mm | 022 1820 | 25 010 | S | *44 23* | a |
| zinc oxide adhesive | | | | | | |
| semi compressed mixture | | | | | | |
| | 5mm | 003 6079 | 15 050 | S | *26 53* | a |
| | 7mm | 003-6111 | 19 360 | S | *34 12* | a |
| semi compressed wool | 5mm | 003 2649 | 17 500 | S | *30 84* | a |
| | 7mm | 003 5337 | 22 380 | S | *39 44* | a |
| first aid outfits | | | | | | |
| transport | X151 | 033 8301 | 16 980 | S | *28 26* | a |
| hypo allergenic | | | | | | |
| adhesive paddings | | | | | | |
| fleecy foam | 5mm | 003 7432 | 7 140 | S | *12 58* | a |
| fleecy web | | 003 7705 | 7 960 | S | *14 03* | a |
| roll 5cm x 3m | | 003 9198 | 6 020 | S | *10 61* | a |
| I range ostomy appliances | | | | | | |
| flatus patch I 33 carton | 1 x 50 | 006 3230 | 3 020 | S | *5 28* | a |
| **DETHEAC** (Gerhardt Pharms) | | | | | | |
| *Effective January 01* | | | | | | |
| insecticidal lacquer | 250ml | 007 2330 | 14 950(12) | S | *2 19* | a |
| **DETHERAP** (Gerhardt Pharms) | | | | | | |
| *Effective January 01* | | | | | | |
| whitefly catcher | | 005 4155 | 49 450(20) | S | *4 35* | a |
| **DEVELOP 10** (Grafton International) | | | | | | |
| french manicure set | | 214 6256 | 4 600 | S | *8 95* | • |
| **DIALAMINE** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 200g | 019 3920 | 18 300 | S | BS | a |
| **DIPROBASE** (Schering Plough) | | | | | | |
| ointment base | 50g | 040-2503 | 1 610 | S | **2.78** GSI | c |
| **DISPOS-A-GLOVE** (Johnson & Johnson Medical) | | | | | | |
| disposable gloves | | | | | | |
| non sterile | 100 | | 42 050(10) | S | | d |
| *petite 052-7770, small 052 7754, medium 052 7762, large 052 7747* | | | | | | d |
| **DORANT** (LAB) | | | | | | |
| mouthrinse | 200ml | 021 3678 | 1 810 | S | *1 43* | d |
| **DEOBAR** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| protein free high energy bars | 100g | 022 0202 | 1 840 | S | BS | a |
| **DEOCAL** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| Super Soluble | | | | | | |
| dietary supplement | 400g | 031 4989 | 45 040(4) | Z | BS | a |
| **DYLON** (Dylon) | | | | | | |
| *Effective January 01* | | | | | | |
| colorfun | | | | | | |
| fabric painting kits | | 000-6668 | 6 780(3) | S | 3 99 | d |
| transfers | | 047 4940 | 5 270(6) | S | *1 55* | d |
| cold dye | tin | 008-0374 | 4 940(6) | S | 1 45 | a |
| colorfun | | | | | | |
| dimensionals | 25ml | 047 4882 | 3 370(6) | S | 0 99 | a |
| fabric paint | | 034 9167 | 4 830(6) | S | 1 42 | a |
| metallic paint | | 087 1558 | 5 170(6) | S | 1 52 | a |
| colour run remover | sachets 2 | 214-5563 | 9 460(12) | S | 1 39 | • |
| dyes multi purpose | | 008-0358 | 4 940(6) | S | 1 45 | a |
| fabric whitener | | | | | | |
| & stain remover | 4 x 25g | 074 3088 | 5 070(6) | S | 1 49 | a |
| hand dying | | | | | | |
| permanent colour | 100g | 024 8971 | 4 410(3) | S | 2 59 | a |
| net curtain whitener | 3 x 50ml | 007 3411 | 5 620(6) | S | 1 65 | a |
| | sachets x 2 | 035-3722 | 8 100(12) | S | 1 19 | a |
| Pre-Dye | | | | | | |
| colour remover | refill | 036-6419 | 4 940(6) | S | 1 45 | a |
| shoe colour | | 014 1408 | 3 900(3) | S | 2 29 | a |
| suede shoe colour | | 021 5285 | 2 810(3) | S | 1 65 | a |
| washing machine | | | | | | |
| colour run remover | 200g | 214-5571 | 8 480(6) | S | 2 49 | • |
| washing machine dying | | | | | | |
| permanent colour | 200g | 024-8898 | 6 960(3) | S | 4 09 | a |
| **EASY-AIR** (Cameron Price) | | | | | | |
| spare parts | | | | | | |
| bacteria/air inlet filter | | 041 7881 | | S | *8 64* | d |
| vaporising chamber/mask & tubing | | | | S | *8 64* | d |
| *adult 084-4191 child 084 4134* | | | | | | d |
| complete kit | | 214 6660 | | S | *17 27* | • |
| nebuliser | | | | | | |
| foot/hand operated | | 003 2623 | | S | *43 94* | a |
| spare parts | | | | | | |
| P T F E coated O' ring | 2 | 041 8194 | | S | *12 69* | a |
| stainless steel spring | 2 | 041-8236 | | S | *9 05* | a |
| **ELASTOPLAST** (Smith & Nephew Consumer Prods) | | | | | | |
| crepe bandage | | | | | | |
| 7 5cm x 4 5m | 3948 | 024 6538 | 5 930(4) | S | | • |
| retention bandage | | | | | | |
| 7 5cm x 4m | 3800 | 024-6132 | 8 870(10) | S | | • |
| wound dressing | | | | | | |
| 8 3cm x 6cm | 7334 | 024 7056 | 15 380(12) | S | | • |
| **EMSOGEN** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 100g | 210 9668 | 38 200(10) | Z | BS | a |
| **EVANS** (Evans Medical) | | | | | | |
| *Effective January 01* | | | | | | |
| vitamins | | | | | | |
| cod liver oil | | | | | | |
| capsules | 60 | 001 5297 | 12 240(12) | S | **1.71** GSI | c |
| evening primrose oil | | | | | | |
| capsules | 40 | 001-6352 | 35 040(12) | S | **4.90** GSI SI | r |
| multivit | | | | | | |
| capsules | 60 | 022 3909 | 15 600(12) | S | **2.19** GSI SI | r |
| multivit + iron | | | | | | |
| capsules | 60 | 022 4501 | 15 600(12) | S | **2.19** GSI | r |
| **EXTRA-TAIL** (Kalium Pet) | | | | | | |
| *veterinary* | | | | | | |
| fly repellent | | | | | | |
| trigger spray | 500ml | 209 9331 | 3 475 | S | GSI | d |
| insecticide/repellent | | | | | | |
| finger spray | 1ltr | 203 8560 | 5 850 | S | | d |
| *veterinary* | | | | | | |
| fly repellent | | | | | | |
| trigger spray | 1ltr | 209 9349 | 5 850 | S | GSI | a |
| **FAMILY HEALTH** (AAH Pharms) | | | | | | |
| *Effective January 01* | | | | | | |
| aspirin | | | | | | |
| dispersible | | | | | | |
| tablets | | | | | | |
| 75mg | 50 | 087 6508 | 4 500(2) | S | P | a |
| cod liver oil | | | | | | |
| capsules | 120 | 213 0100 | 7 500(6) | S | *2 20* | • |
| one a day | | | | | | |
| capsules | 60 | 213-0102 | 6 900(6) | S | *2 20* | • |
| cystitis treatment | | | | | | |
| sachets | 5 | 213 0094 | 17 580(12) | S | P | • |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| evening primrose oil | | | | | | |
| capsules | | | | | | |
| 500mg | 30 | 213-0144 | 9 600(6) | S | 2 99 | • |
| one-a-day | | | | | | |
| capsules | | | | | | |
| 1000mg | 30 | 213-0136 | 9 300(3) | S | 5 89 | • |
| first aid kit | | 011-9008 | 5 800 | S | | a |
| folic acid | | | | | | |
| tablets | | | | | | |
| 400mcg | 90 | 213-0151 | 16 680(12) | S | 2 45 | • |
| garlic | | | | | | |
| one-a-day | | | | | | |
| capsules | 60 | 213-0201 | 6 900(6) | S | 1 99 | • |
| halibut fish oil | | | | | | |
| one-a-day | | | | | | |
| capsules | 60 | 213-0219 | 6 900(6) | S | 1 99 | • |
| selenium C & E | | | | | | |
| anti-oxidant capsules | 60 | 213-0227 | 10 800(6) | S | 3 29 | • |
| starflower oil | | | | | | |
| one-a-day | | | | | | |
| capsules | | | | | | |
| 250mg | 60 | 213-0177 | 10 800(6) | S | 3 29 | • |
| vitamin A, C & D | | | | | | |
| one-a-day | | | | | | |
| children's chewable | 60 | 213-0128 | 4 140(6) | S | 1.19 | • |
| vitamin B6 | | | | | | |
| capsules | | | | | | |
| 50mg | 60 | 213-0169 | 6 900(6) | S | 1 99 | • |
| vitamin C | | | | | | |
| tablets | | | | | | |
| 75mg | 60 | 213-0185 | 4 860(6) | S | 1 39 | • |
| vitamin E | | | | | | |
| capsules | | | | | | |
| 200iu | 60 | 213-0193 | 8 040(6) | S | 2 39 | • |
| **FAST-AID** (Robinson Healthcare) | | | | | | |
| *Effective January 01* | | | | | | |
| plasters | | | | | | |
| 'Friends' | 15 | | 5 320(6) | S | 1 49 | • |
| *manic monsters 214-6355, ugly bugs 214-6306* | | | | | | 1 |
| **GENERAID** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| protein supplement | 200g | 028-2327 | 21 410 | S | BS | a |
| **GENERAID PLUS** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| protein supplement | | | | | | |
| for children | 400g | 086-3506 | 12 500 | S | BS | a |
| **GETAWAY** (Dylon) | | | | | | |
| *Effective January 01* | | | | | | |
| travel wash | | | | | | |
| tubes | 100g | 008-0465 | 7 830(12) | S | 1 15 | r |
| **GLADE** (Johnson Wax) | | | | | | |
| Essence of Nature | | | | | | |
| Pottery | | 083-6486 | 13 330(12) | S | | r |
| refill | | 083-6551 | 11 530(12) | S | | r |
| litter fresh | 350g | 003-4157 | 7 220(12) | S | | r |
| Plug In's | | 095-8496 | 26 730(12) | S | | a |
| | refill | 095-8504 | 15 110(12) | S | | a |
| Touch 'n' Fresh | 10ml | 208-4234 | 22 250(12) | S | | a |
| refill | 10ml | 208-4259 | 15 110(12) | S | | a |
| **GRANNY ANN** (Ilona Products) | | | | | | |
| gluten free | | | | | | |
| chocolate chip & orange | | | | | | |
| biscuits | | 214-5746 | 13 950(12) | S | 1.50 | • |
| fruit & nut | | | | | | |
| biscuits | | 214-5761 | 13 950(12) | Z | 1.55 | • |
| plain | | | | | | |
| biscuits | | 214-5753 | 13 050(12) | Z | 1.45 | • |
| variety pack | | | | | | |
| biscuits | | 214-5779 | 13 650(12) | Z | | • |
| half coated | | | | | | |
| protein | | | | | | |
| biscuits | | 214-5787 | 10 350(12) | Z | 1.15 | • |
| **GURKHA** (Pioneer Biosciences) | | | | | | |
| (distributors Prism Healthcare) | | | | | | |
| *Effective January 01* | | | | | | |
| altersun lotion | 200ml | 201-5592 | 4 440 | S | 6 95 | d |
| insect repellent | | | | | | |
| & body lotion | 90ml | 086-3894 | 3 160 | S | 4 95 | d |
| & body spray | 75ml | 204-7637 | 3 160 | S | 4 95 | d |
| wipes | | 209-6865 | 0 620 | S | 0.99 | d |
| sun lotion | | | | | | |
| SPF20 | 200ml | 201-5584 | 5 070 | S | 7 95 | d |
| SPF8 | 200ml | 201-5576 | 4 760 | S | 7 45 | d |
| Protec | | | | | | |
| gel | 50ml | 214-6181 | 16.360(6) | S | .. | • |
| lotion | 100ml | 214-6173 | 18 180(6) | S | | • |
| spray | 100ml | 214-6199 | 16.360(6) | S | | • |
| Protec plus | | | | | | |
| lotion | 50ml | 214-6207 | 16 360(6) | S | | • |
| sun & bite | | | | | | |
| SPF15 | 200ml | 214-6140 | 29 370(6) | S | | • |
| SPF30 | 200ml | 214-6157 | 29 370(6) | S | | • |
| SPF4 | 200ml | 214-6124 | 23 850(6) | S | | • |
| SPF8 | 200ml | 214-6132 | 25.700(6) | S | | • |
| altersun | 200ml | 214-6165 | 18 340(6) | S | | • |
| **HEAVEN SENT** (Liberty Cosmetics) | | | | | | |
| natural spray | 2oz | 014-3636 | | S | 2 49 | d |
| **HILL'S BALSAM** (Windsor Healthcare) | | | | | | |
| pastilles | 45g | | 0 950 | S | **1.49** GSL | |
| *chesty cough 012-3224* | | | | | | d |
| **HOMEFRESH** (Liberty Cosmetics) | | | | | | |
| air freshner | | | | | | |
| pomander | | | | S | 0.89 | a |
| *honeysuckle 083-6445* | | | | | | d |
| carpet | | | | | | |
| shampoo | | 027-1718 | | S | 0.79 | a |
| solid air freshener | | 037-4595 | | S | 0 69 | a |
| window cleaner | | 018-5108 | | S | 0 79 | a |
| **JEAN YVES POUR HOMME** (Jean Yves Cosmetics) | | | | | | |
| (distributors Milton-Lloyd Mrkting) | | | | | | |
| eau de toilette | 50ml | | 19 680(12) | S | 2 95 | |
| *apache indian 214-6546, le club 214-6587, le patron 214-6579,* | | | | | | 1 |
| *new orleans 214-6561, top gun 214-6553* | | | | | | 1 |
| roll-on | | | | | | |
| perfume | 10ml | | 19 680(24) | S | 1.49 | |
| *apache indian 214-6595, le club 214-6637, le patron 214-6629,* | | | | | | 1 |
| *new orleans 214-6611, top gun 214-6603* | | | | | | 1 |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| **JORDAN** (Chemist Brokers) | | | | | | |
| *Effective January 01* | | | | | | |
| dental floss | | 012-0956 | 14 690(12) | S | 1.84 | a |
| sticks | | 012-1608 | 10 170(12) | S | 1 29 | a |
| dental tape | | | | | | |
| mint | 25m | 009-0035 | 10 540(12) | S | 1 35 | a |
| toothbrushes | | | | | | |
| Active Tip | | 211-2993 | 15 570(12) | S | 1 99 | a |
| baby | | 011-9958 | 10 680(12) | S | 1 35 | a |
| double action | adult | 009-5430 | 10 170(12) | S | 1 29 | a |
| magic | | 090-6529 | 12 170(12) | S | 1 65 | a |
| sensitive | | 090-6313 | 11 880(12) | S | 1.52 | a |
| V tuft | | 009-5331 | 11.010(12) | S | 1.39 | a |
| | junior | 045-8547 | 11 010(12) | S | 1.39 | a |
| **JORDANS** (Jordan) | | | | | | |
| fresh | | | | | | |
| chewy cereal bars | 33 3g | | 6 340(36) | S | 0 27 | |
| *orange & lemon 214-6645* | | | | | | 1 |
| natural country bran | 375g | 003-9446 | 7 650(20) | Z | 0.51 | a |
| natural wheatgerm | 375g | 004-1202 | 9 180(18) | Z | 0 68 | a |
| oat bran | 375g | 004-4255 | 15 800(18) | Z | 1.17 | a |
| **KENDALL KOLDWRAP** (Kendall Healthcare Products) | | | | | | |
| 2in x 48in | | 087-6946 | 4 000 | S | 6 88 | d |
| 3in x 72in | | 087-6961 | 8 000 | S | 13 76 | d |
| **KETO-DIABUR TEST 5000** (Boehringer Mannheim(Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| test strips | 50 | 048-9260 | 4 530 | S | | a |
| **KINDERGEN** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| complete nutritional support | | | | | | |
| infant/child | 400g | 087-0121 | 12 790 | Z | BS | a |
| **KIRI** (Bulmer, H P) | | | | | | |
| sparkling apple juice drink | | | | | | |
| can | 250ml | 009-4557 | 8 730(24) | S | | a |
| crown cork | 20cl | 022-8635 | 6 360(24) | S | | a |
| **KOMPREX** (Vernon-Carus) | | | | | | |
| loam rubber pads | | | | | | |
| size 0 kidney shape | 22301 | 214-5977 | 0 860 | S | | • |
| size 00 oval | 22300 | 214-5969 | 1 050 | S | | • |
| **KYTRIL** (SmithKline Beecham Pharms) | | | | | | |
| tablets | | | | | | |
| 1mg | 10 | 203-7844 | 91 400 | S | POM | r |
| **L'OREAL** (L'Oreal) | | | | | | |
| *Effective January 01* | | | | | | |
| Free Style | | | | | | |
| finishing spray | 200ml | | 22 030(12) | S | | d |
| *firm 099-4889, extra firm 072-3908* | | | | | | d |
| non aerosol hairspray | 150ml | | 10 870(6) | S | | d |
| *firm 054-6648, extra firm 054-6721* | | | | | | d |
| Perfection make-up | | | | | | |
| eyeshadow | | | | | | |
| L'artiste | | | | S | 4 69 | d |
| *brunes 203-0427, cachemire 203-0419, couture 203-0401,* | | | | | | d |
| *legende 203-0385, marines 203-0393, sable 203-0377* | | | | | | d |
| Nuance blush | | | | S | 4 49 | d |
| *fresh pink 203-0203, golden rum 203-0245, peach 203-0237,* | | | | | | d |
| *rosewood 203-0229* | | | | | | d |
| Plenitude | | | | | | |
| 3 minute purity mask | 75ml | 019-1650 | 19 140(6) | S | | d |
| gentle cream wash | | | | | | |
| tube | 150ml | 039-9980 | 14 260(6) | S | | d |
| gentle scrub cream | | | | | | |
| tube | 75ml | 040-0135 | 15 110(6) | S | | d |
| Studio Line | | | | | | |
| hot twirling curls | 150ml | 046-7639 | 26.950(12) | S | | d |
| Casting | | | | | | |
| Tone on Tone colourant | | 006-2489 | 9 880(3) | S | | a |
| Elnett | | | | | | |
| hairspray | 75ml | 031-6182 | 8 680(6) | S | | r |
| | 300ml | 026-6791 | 17 710(6) | S | | r |
| Elseve Care | | | | | | |
| mousse conditioner | 150ml | 085-3861 | 8 970(6) | S | | r |
| Free Style | | | | | | |
| spray mousse | 200ml | 209-9943 | 13 470(6) | S | | r |
| Performance | | | | | | |
| conditioner | 200ml | 203-7380 | 8 970(6) | S | | r |
| shampoo | 250ml | 203-7356 | 8 970(6) | S | | r |
| Plenitude | | | | | | |
| active daily moisturiser | | | | | | |
| pot | 50ml | 040-0903 | 23 090(6) | S | | a |
| active wrinkle control | | | | | | |
| pot | 50ml | 011-3886 | 31 900(6) | S | | a |
| tube | 40ml | 011-3944 | 24 350(6) | S | | a |
| alcohol free tonic | 200ml | 045-6285 | 14 680(6) | S | | a |
| clarify A3 cleanser | 200ml | 212-2240 | 14 680(6) | S | | a |
| clarify A3 soothing scrub | 75ml | 212-2265 | 14 680(6) | S | | • |
| clarify A3 toner | 200ml | 212-2257 | 14 680(6) | S | | a |
| cleansing milk | 200ml | 045-6277 | 14 680(6) | S | | a |
| excell A3 cream | | | | | | |
| pot | 50ml | 207-6099 | 27 300(6) | S | | a |
| excell A3 lotion | | | | | | |
| bottle | 75ml | 207-6107 | 27 300(6) | S | | a |
| eye make-up removing lotion | | | | | | |
| bottle | 125ml | 040-0028 | 14 680(6) | S | | a |
| hydra renewal | | | | | | |
| pot | 50ml | 006-2307 | 25 190(6) | S | | a |
| liposomes | | | | | | |
| pot | 50ml | 019-7475 | 31 500(6) | S | | a |
| tube | 40ml | 021-6648 | 24 350(6) | S | | a |
| nutritive cream for dry skin | | | | | | |
| pot | 50ml | 040-0267 | 29 400(6) | S | | a |
| oil free moisturising lotion | | | | | | |
| pot | 50ml | 021-6770 | 23 090(6) | S | | a |
| pure foaming wash | 150ml | 035-1312 | 14 680(6) | S | | a |
| pure moisturising toner | | | | | | |
| for sensitive skin | 200ml | 203-7653 | 14 680(6) | S | | a |
| ultra gentle cleansing milk | | | | | | |
| for sensitive skin | 200ml | 203-7646 | 14 680(6) | S | | a |
| Recital | | | | | | |
| Les Blondissimes | | 003-1138 | 11 470(3) | S | | r |
| super blonde | | 015-2363 | 11 470(3) | S | | r |
| Recital Performance | | | | | | |
| cream hair colourant | | 035-3789 | 12 210(3) | S | | a |
| Velvet | | | | | | |
| ultra care perm | | 006-2349 | 11 250(3) | S | | r |
| Velvet Performance perm | | 017-1793 | 10.700(3) | S | | r |
| **LADY JAYNE** (Laughton & Sons) | | | | | | |
| *Effective January 01* | | | | | | |
| brushes | 1JH363 | 214-5324 | 5 190(3) | S | 2 99 | • |
| | 1JH365 | 214-5316 | 6 510(3) | S | 3.75 | • |
| | 1JH407 | 214-5332 | 6 920(3) | S | 3 99 | • |
| | 1JH408 | 214-5340 | 4 490(3) | S | 2.59 | • |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| | IJH409 | 214 5357 | 5 190(3) | S | 2 99 | • |
| hairgrips | IJH866W2 | 214 5407 | 5 490(12) | S | 0 79 | • |
| nets & caps | IJH1220 | 214 5399 | 4 790(12) | S | 0 69 | • |
| ponytail bands | IJH940 | 214 5191 | 5 190(3) | S | 2 99 | • |
| rollers & curlers | IJH656 | 214 5381 | 9 200(6) | S | 2 65 | • |
| | IJH657 | 214 5373 | 9 200(6) | S | 2 65 | • |
| | IJH658 | 214-5365 | 9 200(6) | S | 2 65 | • |
| side combs | IJH102 | 214 5266 | 5 190(3) | S | 2 99 | • |
| | IJH106 | 214 5282 | 5 190(3) | S | 2 99 | • |
| | IJH107 | 214 5308 | 3 450(3) | S | 1 99 | • |
| | IJH109 | 214 5290 | 3 450(3) | S | 1 99 | • |
| *Fashion* | | | | | | |
| bandeau | IJH683 | 214 4988 | 4 320(3) | S | 2 49 | • |
| | IJH684 | 214 4996 | 3 450(3) | S | 1 99 | • |
| | IJH685 | 214 5001 | 5 190(3) | S | 2 99 | • |
| | IJH689 | 214 5019 | 5 190(3) | S | 2 99 | • |
| | IJH690 | 214 5027 | 5 190(3) | S | 2 99 | • |
| | IJH691 | 214 5035 | 3 450(3) | S | 1 99 | • |
| | IJH810 | 214 5639 | 3 450(3) | S | 1 99 | • |
| barrette | IJH586 | 214 5134 | 2 590(3) | S | 1 49 | • |
| bow | IJH582 | 214 5159 | 5 190(3) | S | 2 99 | • |
| | IJH590 | 214-5142 | 3 450(3) | S | 1 99 | • |
| clip | IJH474 | 214-5423 | 4 320(3) | S | 2 49 | • |
| | IJH475 | 214 5415 | 2 590(3) | S | 1 49 | • |
| | IJH476 | 214-5431 | 4 320(3) | S | 2 49 | • |
| hairslide | IJH574 | 214-5050 | 3 450(3) | S | 1 99 | • |
| | IJH577 | 214 5068 | 3 450(3) | S | 1 99 | • |
| | IJH579 | 214 5076 | 5 190(3) | S | 2 99 | • |
| | IJH583 | 214 5084 | 4 320(3) | S | 2 49 | • |
| | IJH584 | 214 5183 | 4 320(3) | S | 2 49 | • |
| | IJH585 | 214 5092 | 2 590(3) | S | 1 49 | • |
| | IJH588 | 214 5100 | 5 190(3) | S | 2 99 | • |
| | IJH589 | 214 5118 | 4 320(3) | S | 2 49 | • |
| | IJH591 | 214 5167 | 5 190(3) | S | 2 99 | • |
| | IJH592 | 214 5175 | 4 320(3) | S | 2 49 | • |
| | IJH594 | 214 5126 | 4 320(3) | S | 2 49 | • |
| scrunchi | IJH941 | 214 5209 | 3 450(3) | S | 1 99 | • |
| | IJH943 | 214 5217 | 3 450(3) | S | 1 99 | • |
| | IJH944 | 214 5225 | 4 320(3) | S | 2 49 | • |
| | IJH960 | 214 5233 | 5 190(3) | S | 2 99 | • |
| | IJH961 | 214 5258 | 2 590(3) | S | 1 49 | • |
| **LANES** (Lane) | | | | | | |
| *immune system supplements* | | | | | | |
| Co-Q-10 capsules | | | | | | |
| Gold | 30 | 214-6488 | 33 020(6) | S | 9 95 | • |
| **LIBERTY** (Liberty Cosmetics) | | | | | | |
| hairspray | 175ml | 028 9694 | | S | 0 99 | d |
| overnight nail miracle | | | | | | |
| conditioning patch | | 004 8702 | | S | 9 96 | d |
| *Freesia* | | | | | | |
| perfume spray | 30ml | 035 4910 | | S | 1 49 | c |
| *Georgie* | | | | | | |
| perfume spray | 30ml | 034 0539 | | S | 1 49 | c |
| *Musk* | | | | | | |
| travel pack | | 028-9553 | | S | 3 49 | d |
| *Musk* | | | | | | |
| perfume spray | 30ml | 002-4919 | | S | 1 49 | c |
| *Musk for Men* | | | | | | |
| aftershave | 150ml | 028 8787 | | S | 1 99 | a |
| **LIFEPLAN** (Lifeplan Products) | | | | | | |
| *herbal products* | | | | | | |
| mentar | | | | | | |
| tablets | | | | | | |
| 45mg | 30 | 030-6423 | 49 800(12) | S | 8 49 | d |
| *herbal products* | | | | | | |
| mentar | | | | | | |
| capsules | | | | | | |
| 60mg | 30 | 214 5506 | 49 800(12) | S | 8 49 | • |
| **LIQUID DUOCAL** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 1ltr | 023-2231 | 6 350 | S | | a |
| | 250ml | 023-2744 | 1 790 | S | | a |
| **LIQUIGEN** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 1ltr | 032-9722 | 18 730 | Z | BS | a |
| | 250ml | 003-9040 | 30 420(6) | Z | BS | a |
| **LOHMANN** (Vernon-Carus) | | | | | | |
| child mittens | | | | | | |
| large | 24747 | 214 6033 | 52 460(50) | S | | • |
| small | 24746 | 214-6025 | 48 740(50) | S | | • |
| hettelast | | | | | | |
| self adhesive bandage | | | | | | |
| 4m x 10cm | 14453 | 214 6108 | 18 310(20) | S | | • |
| 4m x 12cm | 14454 | 214-6116 | 21 730(20) | S | | • |
| 4m x 4cm | 14450 | 214-6074 | 14 600(20) | S | | • |
| 4m x 6cm | 14451 | 214-6082 | 15 250(20) | S | | • |
| 4m x 8cm | 14452 | 214-6090 | 16 650(20) | S | | • |
| metalline tracheostomy dressing | | | | | | |
| non-adhesive sterile | | | | | | |
| 8cm x 9cm x 4 | 23094 | 214 5985 | 55 150(50) | S | | • |
| opraflex wound dressing | | | | | | |
| 10cm x 15cm x 4 | 23450 | 214-6009 | 215 840(50) | S | | • |
| 10cm x 28cm x 6 | 23451 | 214 6017 | 201 600(20) | S | | • |
| 5cm x 10cm x 4 | 23449 | 214 5993 | 117 530(100) | S | | • |
| solvaline n | | | | | | |
| medium absorbency wound dressing | | | | | | |
| low adherent sterile | 23230 | 214 6041 | 7 066(100) | S | | • |
| | 23231 | 214-6058 | 15 400(100) | S | | • |
| | 23232 | 214 6066 | 13 070(50) | S | | • |
| **LULLABY** (Lullaby) | | | | | | |
| antiseptic | 500 ml | 022-1762 | 6 890(12) | S | | [illegible] |
| baby bath | 250ml | 028 2525 | 4 710(12) | S | | [illegible] |
| baby bath | 250ml | 028 2160 | 4 710(12) | S | | [illegible] |
| lotion | 250ml | 028 2178 | 4 960(12) | S | | [illegible] |
| oil | 250ml | 028 2533 | 6 890(12) | S | | [illegible] |
| powder | 350g | 049-3908 | 6 310(12) | S | | [illegible] |
| baby pants | | | | | | |
| pull-on | 3 | | 5 340(12) | Z | | [illegible] |
| *extra large 057-7411, large 057-7403* | | | | | | |
| baby soap | 150g | 007-9004 | 5 470(24) | S | | [illegible] |
| baby wipes | 100 | 022 1721 | 11 060(12) | S | | [illegible] |
| bottle brushes | | 036-4471 | 7 690(24) | S | | [illegible] |
| cotton buds | 100 | 049-8139 | 2 730(12) | S | | [illegible] |
| | 180 | 004-7175 | 4 830(12) | S | | [illegible] |
| nappy liners box | 100 | 008 5704 | 6 300(10) | Z | | [illegible] |
| polythene | 100 | 008 5720 | 5 930(10) | Z | | [illegible] |
| | 200 | 001 9950 | 5 930(5) | Z | | [illegible] |
| petroleum jelly | 225g | 049-8766 | 5 980(12) | S | | [illegible] |
| polycarbonate feeding | | | | | | |
| bottle | 250ml | 036-4364 | 28 600(100) | S | | [illegible] |
| soothers | | | | | | |
| carded | | 003-3084 | 1 450(100) | S | | d |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| [illegible] & [illegible] | 250g | 049 967[illegible] | 7 500(12) | S | | [illegible] |
| **LYNX** (Elida Gibbs) | | | | | | |
| *Effective December 31* | | | | | | |
| aftershave | 100ml | | | S | 6 95 | |
| *africa 213 6604* | | | | | | |
| cooling gel | 100ml | | | S | 3 95 | |
| *africa 213 6646* | | | | | | |
| body spray | | | | | | |
| aerosol | 50ml | | | S | 2 29 | |
| *africa 213 6612* | | | | | | |
| deodorant stick | 75ml | | | S | 2 55 | |
| *africa 213 6638* | | | | | | [illegible] |
| roll on | [illegible] | | | S | 2 25 | |
| *africa 213 6653* | | | | | | [illegible] |
| shower gel | 200ml | | | S | 2 15 | |
| *africa 213 6620* | | | | | | [illegible] |
| **MARABOU DIME** (Terry's Group) | | | | | | |
| | 200 | 056 5887 | [illegible](36) | S | 0 30 | [illegible] |
| **MATES** (Mates Healthcare) | | | | | | |
| *Effective January 03* | | | | | | |
| contraceptive sheaths | | | | | | |
| contoured | [illegible] | 087 1061 | [illegible](12) | S | | [illegible] |
| | 12 | 087 1079 | [illegible](6) | S | | [illegible] |
| natural | [illegible] | 019 6832 | 6 480(12) | S | | [illegible] |
| | 12 | 019 6949 | 10 820(6) | S | | [illegible] |
| playmates | | 019 6915 | 7 570(12) | S | | [illegible] |
| | 12 | 029 1641 | 12 570(6) | S | | [illegible] |
| super strong | [illegible] | 001 3649 | 8 470(6) | S | | |
| **MAWS** (Maws Group) | | | | | | |
| (distributors Cow & Gate Nutricia) | | | | | | |
| feeding bottles | | | | | | |
| character bottle | twin | 08[illegible] 7328 | 12 600(6) | S | [illegible] | • |
| | 250ml | | 1 206 | S | [illegible] | |
| *bear 019 9935, bunny 020 0030, elephant 020 0048* | | | | | | [illegible] |
| *hedgehogs 208 7310, hippos 208 7302, teddy bears 208 7294* | | | | | | |
| **MAXIJUL** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| Super Soluble | | | | | | |
| dietary supplement | 140g | 033 0548 | 2 810(4) | Z | BS | [illegible] |
| | 200g | 024 6827 | 5 760(4) | Z | BS | [illegible] |
| **MAXIJUL LE** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| dietary supplement | 2kg | 019 6238 | 34 300(2) | Z | BS | [illegible] |
| | 100g | 004 3554 | 1 290 | Z | BS | [illegible] |
| **MEBENDAZOLE** (*see Pripsen*) | | | | | | |
| **MIN-I-JET** (Internat Medication Systems) | | | | | | |
| (distributors P & D Pharms) | | | | | | |
| prefilled syringes | | | | | | |
| frusemide | | | | | | |
| luer lock | | | | | | |
| 250mg/25ml | 1441 | 005 3918 | 5 870 | S | POM | [illegible] |
| **MIRRA-COAT** (Intervet) | | | | | | |
| *veterinary* | | | | | | |
| powder | | | | | | |
| special care | 2.5lb | 079 5120 | 71 580(6) | S | 15 90 | [illegible] |
| **MODJUL** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| Flavour System | | | | | | |
| dietary foods | 100g | 028 3796 | 5 910 | S | BS | [illegible] |
| **MOLA-GREEN** (P L Marketing) | | | | | | |
| *100% recycled* | | | | | | |
| toilet rolls | 2 | 028 1535 | 7 900(20) | S | 0 59 | [illegible] |
| **MR MUSCLE** (Johnson Wax) | | | | | | |
| oven cleaner | 300ml | 011 1948 | 15 120(12) | S | | [illegible] |
| spongy scourer | twin | 212 3453 | 9 030(12) | S | | [illegible] |
| **MSUD MAXAMAID** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| special diet food | 500g | 024 7064 | 46 560 | S | BS | [illegible] |
| **MSUD MAXAMUM** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| special diet food | 500g | 211 9204 | 74 660 | S | BS | [illegible] |
| **NEAT FEAT** (Food Brokers) | | | | | | |
| *Effective January 01* | | | | | | |
| anti-perspirant deodorant | | | | | | |
| roll on | 60ml | 213 9293 | 24 660(6) | S | 6 45 | • |
| **NEO-CORTEF** (Cusi) | | | | | | |
| eye/ear drops | | | | | | |
| 1.5% | 10ml | 214 6538 | 4 300 | S | POM | • |
| **NEOCATE** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| special diet food | 400g | 049 5358 | 17 230 | S | BS | [illegible] |
| **NEOPRENE** (Kendall Healthcare Products) | | | | | | |
| (distributors Jenks Group) | | | | | | |
| support braces | | | | | | |
| ankle | | | 4 850 | S | 8 50 | [illegible] |
| *small 090 5588, medium 090 5596, large 090 6347, x-large 090 65[illegible]* | | | | | | |
| elbow | | | 4 850 | S | 8 50 | [illegible] |
| *small 090 5448, medium 090 5455, large 090 5463, x-large 090 5489* | | | | | | |
| knee | | | 3 140 | S | 5 50 | [illegible] |
| *small 090 5497, medium 090 5513, large 090 5521, x-large 090 5539* | | | | | | |
| knee patella | | | 7 130 | S | 2 50 | [illegible] |
| *small 090 5547, medium 090 5554, large 090 5562, x-large 090 5570* | | | | | | |
| thigh | | | 6 030 | S | 10 38 | [illegible] |
| *small 090 6652, medium 090 6594, large 090 6628, x-large 090 6669* | | | | | | |
| wrist | one size | 095 3133 | 2 000 | S | 3 50 | [illegible] |
| support short | | 087 6649 | 17 470 | S | [illegible] | [illegible] |
| **NEPHUR-TEST** (Boehringer Mannheim Diagnostic) | | | | | | |
| *Effective January 01* | | | | | | |
| reagent strip | | | | | | |
| with leucocytes | 50 | 048 9526 | [illegible] | S | | |
| **NIBBITE** (Laboratory Facile) | | | | | | |
| | 7.5ml | [illegible] 3400 | 8 860(12) | S | 24 SL | |
| **NIVEA VISAGE** (Smith & Nephew Consumer Prods) | | | | | | |
| firming night supplement | | | | | | |
| with natural alpha complex | | | | | | |
| | 30ml 81215 | 207 4995 | 6 860 | S | | |
| **NUTTALLS** (Terry's Group) | | | | | | |
| [illegible] | 38g | 008 5175 | 6 40[illegible](6) | S | [illegible] | [illegible] |
| [illegible] | 50g | [illegible] 10248 | 8 250(12) | S | [illegible] | |
| **ODOR-EATERS** (Combe International) | | | | | | |
| *Effective January [illegible]* | | | | | | |
| Tuesdays Boots | | | | | | |
| insoles for boots | | [illegible] 252 | 14 26[illegible](6) | S | [illegible] | • |
| **ORNIVITE** (LAB) | | | | | | |
| bird seed | [illegible] | [illegible] 4800 | [illegible] 480 | S | [illegible] 56 | |
| **OUST** (Dylon) | | | | | | |
| *Effective January [illegible]* | | | | | | |
| all purpose descaler | | [illegible] 8947 | 5 070(6) | S | [illegible] 29 | |
| crockery & cutlery | | | | | | |
| stain remover | [illegible] | [illegible]36 6769 | [illegible](12) | S | [illegible] | |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| **PANELAST** (Vernon-Carus) | | | | | | |
| two way acrylic adhesive bandages | | | | | | |
| 2.5m x 10cm | 33672 | 214-5951 | 85 680(10) | S | | • |
| 2.5m x 6cm | 33670 | 214-5936 | 52 580(10) | S | | • |
| 2.5m x 8cm | 33671 | 214-5944 | 68 460(10) | S | | • |
| **PARACODOL** (Roche Consumer Health) | | | | | | |
| tablets | 12 | 213-6943 | 6 030(6) | S | **1.69** PCDISL | • |
| **POLLEN-B** (Wassen International) | | | | | | |
| (distributors Jenks Group) | | | | | | |
| *Effective January 01* | | | | | | |
| tablets | 30 days | 032-6512 | 9 030(6) | S | *2.65* GSL | a |
| | 365 day | 003-4439 | 8 800 | S | *15.50* GSL | a |
| | 90 days | 032-6520 | 18 220(6) | S | *5.35* GSL | a |
| **PRE CONCEIVE** (Lane) | | | | | | |
| (distributors Dendron) | | | | | | |
| *Effective January 01* | | | | | | |
| folic acid tablets | | | | | | |
| 400mcg | 90 | 214-5514 | 12 750(6) | S | **3.75** GSL | • |
| **PRESEPT** (Johnson & Johnson Medical) | | | | | | |
| biohazard disinfection kit | | 001-2609 | 52 250 | S | HP | d |
| disinfectant | | | | | | |
| granules | 500g | 032-2057 | 54 900(12) | S | | a |
| tablets | | | | | | |
| 0.5g | 72 | 019-9307 | 22 600(12) | S | | a |
| 0.5g | 250 | 019-9299 | 62 950(12) | S | | a |
| 0.5g | 600 | 026-5975 | 70 700(6) | S | HP | a |
| 2.5g | 40 | 037-4140 | 45.800(10) | S | HP | a |
| 2.5g | 100 | 026-5983 | 45 800(6) | S | HP | a |
| 5g | 50 | 026-5991 | 45 800(6) | S | HP | a |
| **PRIPSEN** (Seton Healthcare) | | | | | | |
| *Effective January 03* | | | | | | |
| *(in 4g piperazine phosphate, tablets mebendazole)* | | | | | | i |
| tablets | | | | | | |
| 100mg | 2 | 214-4269 | 12 930(12) | S | **1.89** P | • |
| **RAID** (Johnson Wax) | | | | | | |
| ant & cockroach killer | 400ml | 048-8437 | 15 980(12) | S | | d |
| ant & cockroach killer | 300ml | 214-6371 | 14.190(12) | S | | • |
| ant bait | | 214-6405 | 15 780(12) | S | | • |
| ant powder | | 214-6397 | 15 780(12) | S | | • |
| flyguard | | 214-6389 | 23 400(12) | S | | • |
| moth proofer | | 214-6421 | 29 970(12) | S | | • |
| wasp nest destroyer | | 214-6413 | 31 660(12) | S | | • |
| **RAP-EZE** (Roche Consumer Health) | | | | | | |
| tablets | | | | | | |
| orange | 32 | 024-5084 | 4 940(6) | S | **1.27** GSLSL | c |
| **RINSTEAD** (Schering-Plough) | | | | | | |
| pastilles | 48 | 029-4306 | 12 200(6) | S | **3.29** GSL | d |
| **ROSIDAL** (Vernon-Carus) | | | | | | |
| short stretch compression bandages | | | | | | |
| 5m x 10cm | 22202 | 214-5902 | 51.590(10) | S | | • |
| 5m x 12cm | 22203 | 214-5894 | 62 590(10) | S | | • |
| 5m x 6cm | 22200 | 214-5928 | 33.330(10) | S | | • |
| 5m x 8cm | 22201 | 214-5910 | 43 890(10) | S | | • |
| **RUNAWAY** (Dylon) | | | | | | |
| *Effective January 01* | | | | | | |
| colour run remover | | | | | | |
| sachets | 2 x 25g | 024-7866 | 9 460(12) | S | *1.39* | d |
| **RVHB MAXAMUM** (Scientific Hospital Supplies) | | | | | | |
| *Effective January 01* | | | | | | |
| special diet food | 500g | 210-5914 | 74 660 | S | BS | a |
| **SALONAIR** (Salonpas) | | | | | | |
| spray | 80ml | 087-8074 | 3 150 | S | *4.95* GSLSL | r |
| **SAO RICO** (Bulmer, H P) | | | | | | |
| health drink | 20cl | 026-3103 | 11 590(24) | S | | r |
| | 75cl | 026-3533 | 8 650(12) | S | | r |
| **SAVLON JUNIOR** (Zyma Healthcare) | | | | | | |
| liquid | 115ml | 048-4832 | 6 530(6) | S | **1.55** GSL | d |
| **SECONAL** (Distriphar) | | | | | | |
| sodium Pulvules | | | | | | |
| 50mg | 100 | 025-6420 | 24 640 | S | POMCD | c |
| **SHOUT** (Johnson Wax) | | | | | | |
| carpet cleaning foam | 500ml | 207-1843 | 22.070(12) | S | | r |
| concentrated gel | 200ml | 208-1578 | 17.970(12) | S | | a |
| dry clean spray | 150ml | 208-1586 | 17 970(12) | S | | r |
| wipes outs | | 213-2694 | 14 900(12) | S | | a |
| **SMITH KENDON** (Terry's Group) | | | | | | |
| (distributors The Miles Group) | | | | | | |
| glucose travel sweets | 200g tins | 026-4424 | 10 080(12) | S | *1.25* | a |
| **SODIUM AMYTAL** (Distriphar) | | | | | | |
| ampoules | | | | | | |
| 500mg | 1 | 048-7686 | 26 570 | S | POMCDNR | c |
| **SOLO-CARE** (CIBA Vision) | | | | | | |
| *Effective January 01* | | | | | | |
| hard lens case | | 212-9880 | 3 400 | S | *4.99* | • |
| hard lens solution | 240ml | 212-9872 | 4 080 | S | *5.99* GSL | • |
| soft lens solution | 360ml | 212-9864 | 5 100 | S | *7.49* GSL | • |
| **SORBSAN** (Pharma-Plast) | | | | | | |
| *Effective January 01* | | | | | | |
| seaweed dressing | | | | | | |
| (sterile calcium alginate) | | | | | | |
| 10cm x 10cm | 1410 (10) | 034-8839 | 7.700 | S | | r |
| 10cm x 20cm | 1415 (5) | 019-0975 | 17 600 | S | | r |
| 5cm x 5cm community pack | 1400 (10) | 019-0579 | 8 700 | S | | a |
| sterile calcium alginate ribbon | | | | | | |
| + medical probe | 1412 (5) | 003-5212 | 13 200 | S | | r |
| wound packing | | | | | | |
| 30cm long | 1411 (5) | 034-8979 | 19 600 | S | | r |
| **SORBSAN PLUS** (Pharma-Plast) | | | | | | |
| *Effective January 01* | | | | | | |
| calcium alginate/viscose | | | | | | |
| sterile dressing | | | | | | |
| 10cm x 15cm | 1421 | 002-9843 | 18 000(5) | S | | r |
| 7.5cm x 10cm | 1420 | 002-9702 | 23.000(5) | S | | a |
| **SPECTRUM** (Johnson & Johnson Medical) | | | | | | |
| disinfectant wipes | | | | | | |
| 16.5 X 20cm | 240 | 026-6023 | 57 600(12) | S | HP | a |
| refill pack | | 096-0807 | 49 800(12) | S | HP | a |
| **STERISEAL** (Pharma-Plast) | | | | | | |
| *Effective January 01* | | | | | | |
| elastic compression & support bandage | | | | | | |
| 10cm x 3m | 1801 | 019-0991 | 3 290 | S | | a |
| 8cm x 3m | 1802 | 019-0983 | 2 950 | S | | a |
| **SUIVIE** (Lullaby) | | | | | | |
| body spray | 75ml | | 4 800(12) | S | | d |
| *candid pink 055-0442, crazy coral 098-9798, misty blue 055-0434,* | | | | | | d |
| *shades of musk 055-0426, tempting turquoise 074-7113* | | | | | | d |
| nail polish remover | 150ml | 004-9379 | 3 430(12) | S | | d |
| | 250 ml | 022-1689 | 4 820(12) | S | | d |
| setting gel | 220ml | | 4 380(12) | S | | d |
| *extra hold 092-4324, henna 092-4308, normal 017-9325* | | | | | | d |

| | | PIP code | Trade | VAT | Retail | |
|---|---|---|---|---|---|---|
| **SUNNYVALE** (Evertresh Natural Foods) | | | | | | |
| *Effective January 01* | | | | | | |
| *organic produce range* | | | | | | |
| cookies | | | | | | |
| choc n orange | 50g | 214-5654 | 8 100(24) | Z | *0.45* | • |
| date & pecan | 50g | 214-5670 | 8 800(24) | Z | *0.49* | • |
| fruit & cinnamon | 50g | 214-5696 | 8 100(24) | Z | *0.45* | • |
| stem ginger | 50g | 214-5704 | 8 800(24) | Z | *0.49* | • |
| malted raisin loaf | 290g | 214-5712 | 5 940(8) | Z | *0.99* | • |
| mixed grain bread | | | | | | |
| gluten free | 400g | 079-8363 | 10 500(8) | Z | *1.75* BS | a |
| **THE EMERGENCY DENTIST** (Dental Saver) | | | | | | |
| dental repair kit | | | | | | |
| (family pack) | | 084-8077 | 4 540 | S | *7.99* | a |
| (travel pack) | | 093-5395 | 2 750 | S | *4.99* | a |
| **THI-GO** (Sci-Natural) | | | | | | |
| cellular lotion | 250ml | 214-6496 | 16 500 | S | *29.95* | • |
| **THELLE** (Johnson & Johnson Medical) | | | | | | |
| hydropolymer dressing | | | | | | |
| 11cm x 11cm | 5 | 212-8254 | 117 200(10) | S | 41.31 | a |
| **TOILET DUCK** (Johnson Wax) | | | | | | |
| bathroom mousse | 500ml | 057-4285 | 11 910(12) | S | | r |
| mildew remover | 500ml | 209-6543 | 8 970(6) | S | | r |
| **TOMMEE TIPPEE** (Jackel) | | | | | | |
| feeding accessories | | | | | | |
| Modern Mickey | | | | | | |
| canteen | 487607 | 214-4921 | 1 880 | S | *2.95* | • |
| cutlery set | 487615 | 214-4947 | 2 710 | S | *4.25* | • |
| DW canteen | 487605 | 214-4905 | 3 990 | S | *6.25* | • |
| fun tumbler | 487601 | 214-4889 | 1 880 | S | *2.95* | • |
| juice canteen | 487617 | 214-4954 | 2 230 | S | *3.49* | • |
| melamine bowl | 487611 | 214-4939 | 1 590 | S | *2.49* | • |
| melamine plate | 487609 | 214-4913 | 1 910 | S | *2.99* | • |
| tumbler | 487603 | 214-4897 | 0.950 | S | *1.49* | • |
| **TRACHIDRESS** (Kapitex Healthcare) | | | | | | |
| tracheostomy | | | | | | |
| (sterile) dressing | | | 11 300(20) | S | | |
| *standard 214-6215* | | | | | | i |
| **UNICHEM** (Unichem) | | | | | | |
| *Effective January 01* | | | | | | |
| tights | | | | | | |
| 20D | 3-pack | | 5 220(4) | S | *1.99* | d |
| *grey 072-9954, illusion 072-9962, nearly nude 072-9988,* | | | | | | d |
| *vaguely black 072-9996* | | | | | | d |
| 40D | opaque | 005-5483 | 12 100(12) | S | *1.75* | d |
| toothpaste | | | | | | |
| anti-plaque | 50ml | | 6 720(24) | S | *0.45* | d |
| *freshmint 012-4685* | | | | | | d |
| cleansing puffs | | | | | | |
| coloured | 100 | 016-4129 | 7 330(12) | S | *0.99* | a |
| white | 100 | 024-6058 | 7 330(12) | S | *0.99* | a |
| cod liver oil | | | | | | |
| one-a-day | | | | | | |
| capsules | 60 | 024-1646 | 5 520(6) | S | *1.79* | a |
| cosmetic pads | 100 | 016-4442 | 16 780(24) | S | *1.15* | a |
| square | 50 | 080-6877 | 8 560(12) | S | *1.09* | a |
| | 75 | 080-8469 | 12 180(12) | S | *1.55* | a |
| cotton wool | | | | | | |
| pleats | 45g | 024-2164 | 7 900(24) | S | *0.55* | a |
| | 200g | 024-3469 | 10 740(12) | S | *1.45* | a |
| roll | 100g | 017-7998 | 12 020(24) | S | *0.85* | a |
| | 300g | 016-9409 | 14 120(12) | S | *1.85* | a |
| feminine protection | | | | | | |
| ultra towels | | | | | | |
| regular | 14 | 213-0656 | 13 440(12) | S | *1.79* | • |
| super | 12 | 213-0664 | 13 440(12) | S | *1.79* | • |
| meal replacement | can 432g | | 19 750(6) | Z | *4.99* | • |
| *cold chocolate 213-0680, cold strawberry 213-0672* | | | | | | i |
| | can 464g | | 19 750(6) | Z | *4.99* | • |
| *hot chocolate 213-0698* | | | | | | i |
| multi-vitamins & minerals | | | | | | |
| one-a-day | | | | | | |
| capsules | 60 | 024-3618 | 8 240(6) | S | *2.49* | a |
| multivitamin tablets | 60 | 020-1467 | 11 190(12) | S | *1.79* | a |
| with iron | 60 | 020-1475 | 11 710(12) | S | *1.79* SL | a |
| teats | | | | | | |
| silicone flow | 2 | 043-0371 | 5 060(10) | S | *0.90* | a |
| toothpaste | | | | | | |
| anti-plaque | 50ml | | 4 440(12) | S | *0.59* | • |
| *mildmint 213-2827* | | | | | | i |
| fluoride | 50ml | | 3 430(12) | S | *0.45* | • |
| *freshmint 213-2751* | | | | | | i |
| **UNIZYME** (CIBA Vision) | | | | | | |
| *Effective January 01* | | | | | | |
| protein remover tablets | 12 | 212-9898 | 4 730 | S | *6.95* GSL | • |
| **VANTAGE** (AAH Pharms) | | | | | | |
| *Effective January 01* | | | | | | |
| aspirin | | | | | | |
| dispersible | | | | | | |
| tablets | | | | | | |
| 75mg | 100 | 084-5230 | 5 700(12) | S | *1.09* P | a |
| baby care range | | | | | | |
| cotton wool | 300g | 017-8129 | 27 360(24) | S | *1.85* | a |
| cotton buds | | | | | | |
| dispenser pack | 200 | 086-8141 | 5 700(24) | S | *0.79* | a |
| cotton wool | | | | | | |
| economy pleat | 200g | 014-3255 | 22 320(24) | S | *1.45* | a |
| handi pleat | 65g | 010-5387 | 9 420(24) | S | *0.65* | a |
| roll | 100g | 040-8930 | 10 680(24) | S | *0.79* | a |
| squares | 50 | 008-1620 | 17 520(24) | S | *1.20* | a |
| ibuprofen | | | | | | |
| tablets | | | | | | |
| 200mg | 96 | 213-0367 | 8 160(4) | S | *3.69* P | • |
| kneehighs | | | | | | |
| 15D one size | 2-pairs | | 6 750(12) | S | *0.99* | |
| *barely black 213-0334* | | | | | | i |
| photographic films | | | | | | |
| Super EXL | | | | | | |
| Iso 100 | 135-24 | 047-9956 | 11 750(10) | S | *1.99* | a |
| | 135-36 | 047-9964 | 13 950(10) | S | *2.49* | a |
| Iso 200 | 110-24 | 047-9816 | 11 750(10) | S | *1.99* | a |
| | 135-24 | 048-0046 | 13 350(10) | S | *2.25* | a |
| | 135-36 | 207-7741 | 15 000(10) | S | *2.65* | a |
| plasters | | | | | | |
| pre-cut clear | 24's | 091-3954 | 3 990(6) | S | *1.15* | a |
| pre-cut fabric | 24's | 024-5233 | 3 990(6) | S | *1.15* | a |
| pre-cut washproof | 24's | 024-5332 | 3 990(6) | S | *1.15* | a |
| selenium C & E | | | | | | |
| anti-oxidant capsules | 60 | 213-0342 | 10 800(6) | Z | *3.29* | • |
| shaving products | | | | | | |
| disposable razor | | | | | | |
| twin blade | 5 | 046-8587 | 9 000(20) | S | *0.69* | a |

| | | PIP code | Trade | VAT | Retail |
|---|---|---|---|---|---|
| strip fabric dressing | | | | | |
| 6.3cm x 1m | | 024-5225 | 4.290(6) | S | *1.20* |
| tights | | | | | |
| 10D one size | 1-pair | | 7.050(12) | S | *0.99* |
| *black 213-0235, natural 213-0243, navy 213-0250* | | | | | |
| 15D large | 1-pair | | 6.360(12) | S | *0.95* |
| *black 213-0268, chiffon 213-0276, navy 213-0284* | | | | | |
| 15D one size | 1-pair | | 5.730(12) | S | *0.85* |
| *black 213-0292, natural 213-0300* | | | | | |
| lycra | 1-pair | | 8.460(12) | S | *1.29* |
| *black 213-0318, navy 213-0326* | | | | | |
| vitamin E | | | | | |
| capsules | | | | | |
| 200iu | 60 | 213-0359 | 8.040(12) | S | *3.29* |
| **WAXSOL** (Norgine) | | | | | |
| *Effective January 01* | | | | | |
| ear drops | 10ml | 002-6229 | 0.950 | S | **1.67** GSI |
| **WEST** (P T Marketing) | | | | | |
| chewing gum | | 005-0799 | 1.190(20) | S | *0.13* |
| **WRIGLEY'S** (Wrigley) | | | | | |
| *Effective January 01* | | | | | |
| chewing gum | | | | | |
| Extra - sugar free | 10 pieces | | | S | *0.22* |
| *spearmint 214-5555* | | | | | |

| | | PIP code | Trade | VAT | Retail |
|---|---|---|---|---|---|
| **XLYS MAXAMAID** (Scientific Hospital Supplies) | | | | | |
| *Effective January 01* | | | | | |
| special diet food | 500g | 004-3190 | 46.560 | S | BS |
| **XLYS TRY MAXAMAID** (Scientific Hospital Supplies) | | | | | |
| special diet food | 500g | 024-7320 | 46.560 | S | BS |
| **XMET THREVAL ISOLEU MAXAMAID** (Scientific Hospital Supplies) | | | | | |
| *Effective January 01* | | | | | |
| special diet food | 500g | 024-7874 | 46.560 | S | BS |
| **XMET THREVAL ISOLEU MAXAMUM** (Scientific Hospital Supplies) | | | | | |
| *Effective January 01* | | | | | |
| special diet food | 500g | 212-0863 | 74.660 | S | BS |
| **XPHENLYR MAXAMAID** (Scientific Hospital Supplies) | | | | | |
| *Effective January 01* | | | | | |
| special diet food | 500g | 024-7775 | 46.569 | S | BS |
| **ZEEST** (LAB) | | | | | |
| diabetic chocolate sauce | 200g | 003-9594 | 1.300 | Z | *1.95* |
| **ZOVIRAX** (Wellcome) | | | | | |
| *Effective January 01* | | | | | |
| cream | | | | | |
| 5% | 10g | 040-2057 | 15.940 | S | POM |
| **ZUBES** (Brunel Care) | | | | | |
| linctus | | | | | |
| chesty cough | 100ml | 022-5870 | 6.300(6) | S | *1.89* GSI |
| tickly cough | 100ml | 022-5821 | 6.300(6) | S | *1.89* GSI |

# Amendments to list of Manufacturers and Distributors

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# Amendments to the Generics Supplement

The following listing shows the amendments and updates to the **October** Generics Book. The products marked '*' are those which have most recently changed. This listing will be cumulated within the next update. Symbols are i = new/insert; d = delete; c = change/correction

| | | | | |
|---|---|---|---|---|
| **Acetone (Unichem)** 50ml | 101-9256 | | i* |
| **Almond Oil (Unichem)** 25ml | 101-9264 | | i* |
| **Amoxycillin (APS)** | | | |
| syrup 125mg/5ml s/f 100ml | 105-3453 | DT | i |
| syrup 250mg/5ml s/f 100ml | 105-3461 | DT | i |
| **Amoxycillin (Norton H.N.)** | | | |
| suspension 125mg/5ml 100ml | 105-3669 | DT | i* |
| suspension 250mg/5ml 100ml | 105-3685 | DT | i* |
| **Arrowroot (Unichem)** | | | |
| 100g | 101-9272 | | i* |
| **Benzoin (Unichem)** | | | |
| tincture 25ml | 105-3610 | | i* |
| **Bismuth Subnitrate & Iodoform (Lennon Generics)** | | | |
| paste 30g | 078-6350 | DT | c* |
| **Calamine (Unichem)** | | | |
| lotion 100ml | 101-9306 | | i* |
| 200ml | 101-9314 | | i* |
| **Calcium & Cholecalciferol (Cox Pharms)** | | | |
| tablets 100 | 105-3297 | | i |
| **Castor Oil (Unichem)** | | | |
| 50ml | 101-9322 | | i* |
| **Cefaclor (Greenfield Pharms)** | | | |
| capsules 250mg 100 | 105-3446 | | i |
| **Cephalexin (Cox Pharms)** | | | |
| tablet 250mg 100 | 105-3230 | DT | i |
| **Chlorpromazine (Hillcross Pharms)** | | | |
| syrup 100mg/5ml 500ml | 105-3032 | | i* |
| **Citric Acid (Unichem)** | | | |
| 50g | 101-9330 | | i* |
| **Clove Oil (Unichem)** | | | |
| 10ml | 101-6260 | | i* |
| **Co-Amilofruse (Hillcross Pharms)** | | | |
| tablets 2.5/20mg 28 | 105-3206 | | i* |
| **Co-Danthramer (Hillcross Pharms)** | | | |
| suspension 25/200mg per 5ml | | | |
| 1ltr | 105-3578 | DT | i* |
| 300ml | 105-3560 | | i* |
| **Co-Fluampicil (Norton H.N.)** | | | |
| suspension 125/125mg 100ml | 105-3222 | | i |
| **Coconut Oil (Unichem)** 50g | 101-9348 | | i* |
| **Codeine (Berk Pharms)** | | | |
| linctus 2ltr | 102-0247 | DT | d |
| **Colchicine (Hillcross Pharms)** | | | |
| tablets 500mcg 100 | 105-3198 | DT | i* |
| **Cyclophosphamide (Pharmacia)** | | | |
| injection 1000mg x 10 | 015-2959 | | d |
| **Cyclophosphamide (Pharmacia)** | | | |
| injection 1000mg x 5 | 105-3214 | | i |
| **Doxycycline (Cox Pharms)** | | | |
| capsules 100mg 50 | 105-3255 | DT | i |
| capsules 50mg 28 | 105-3248 | DT | i |
| **Erythromcyn (Abbott)** | | | |
| tablets 250mg 100 | 009-0233 | | i |
| 500 | 009-0241 | DT | i |
| 1000 | 009-0258 | | i |
| tablets 500mg 100 | 042-9456 | DT | i |
| 500 | 043-7731 | | i |
| **Erythromycin (Hillcross Pharms)** | | | |
| suspension 125mg/5ml s/f 100ml | 105-3131 | DT | i* |
| suspension 250mg/5ml s/f 100ml | 105-3149 | DT | i* |
| suspension 500mg/5ml s/f 100ml | 105-3156 | DT | i* |
| syrup 500mg/5ml 100ml | 105-3164 | | i* |
| **Erythromycin (Norton H.N.)** | | | |
| suspension 500mg/5ml 100ml | 105-3396 | DT | i |
| **Folic Acid (Hillcross Pharms)** | | | |
| syrup 2.5mg/5ml 125ml | 105-3040 | | i* |
| syrup with iron 0.5mg/80mg/5ml 125ml | 105-3073 | | i* |
| syrup with iron 2.5mg/80mg/5ml 125ml | 105-3065 | | i* |
| **Glycerin (Unichem)** | | | |
| 50ml | 101-9017 | | i* |
| **Glycerin Thymol Co (Unichem)** | | | |
| 200ml | 101-9058 | | i* |
| **Glycerin, Lemon & Honey (Unichem)** | | | |
| 100ml | 101-9025 | | i* |
| 200ml | 101-9033 | | i* |
| **Haloperidol (Cox Pharms)** | | | |
| tablets 10mg 50 | 105-2984 | | i |
| tablets 20mg 50 | 105-2992 | | i |
| tablets 5mg 100 | 105-2976 | | i |
| tablets 1.5mg 100 | 105-2968 | | i |
| **Haloperidol (Hillcross Pharms)** | | | |
| liquid 1mg/ml 500ml | 105-3081 | | i* |
| liquid 2mg/ml 500ml | 105-3099 | | i* |
| **Hamamelis Water (Unichem)** | | | |
| 100ml | 105-3628 | | i* |
| 200ml | 105-3636 | | i* |
| **Hydralazine (Berk Pharms)** | | | |
| tablets 50mg 500 | 102-0106 | | d |
| **Hydrocortisone (Cox Pharms)** | | | |
| ointment 1% 50g | 105-3263 | | i |
| **Hydrogen Peroxide (Unichem)** | | | |
| solution 20 vol 150ml | 101-9066 | | i* |
| solution 30 vol 150ml | 101-9074 | | i* |
| **Indapamide (Hillcross Pharms)** | | | |
| tablets 2.5mg 60 | 105-3552 | DT | i* |
| **Iodine (Unichem)** | | | |
| tincture 25ml | 101-9082 | | i* |
| **Kaolin & Morphine (Unichem)** | | | |
| mixture 200ml | 101-9090 | | i* |
| **Magnesium Sulphate (Unichem)** | | | |
| 100g | 105-3586 | | i* |
| 200g | 105-3602 | | i* |
| **Magnesium Trisilicate (Hillcross Pharms)** | | | |
| tablets 500 | 102-7960 | | d* |
| **Magnesium Trisilicate (Hillcross Pharms)** | | | |
| tablets 50 | 105-3693 | | i* |
| **Magnesium Trisilicate (Unichem)** | | | |
| mixture 200ml | 101-9132 | | i* |
| **Menthol (Unichem)** | | | |
| 5g | 101-0628 | | i* |
| **Menthol & Eucalyptus (Unichem)** | | | |
| inhalation 100ml | 101-6278 | | i* |
| **Methylated Spirit (Unichem)** | | | |
| mineralised 500ml | 101-9140 | | i* |
| **Metronidazole (Hillcross Pharms)** | | | |
| suspension 200mg/5ml 125ml | 105-3107 | DT | i* |
| **Neomycin (Daniel Pharms)** | | | |
| ointment 0.5% 3g | 105-3644 | DT | i* |
| **Nifedipine (Hillcross Pharms)** | | | |
| tablets 20mg 100 | 105-3701 | | i* |
| **Olive Oil (Unichem)** | | | |
| 92ml | 101-9157 | | i* |
| 185ml | 101-9165 | | i* |
| **Paracetamol (Hillcross Pharms)** | | | |
| suspension 250mg/5ml 500ml | 105-3172 | | i* |
| **Paracetamol (Unichem)** | | | |
| capsules 500mg 24 | 105-3677 | | i* |
| tablets 500mg 48 | 105-3594 | | i* |
| **Paracetamol Paediatric (Norton H.N.)** | | | |
| suspension 120mg/5ml s/f 1ltr | 105-3008 | DT | i |
| **Paraffin Liquid (Unichem)** | | | |
| 150ml | 101-9108 | | i* |
| **Potassium Chloride (Braun Medical)** | | | |
| injection 15% 5ml | 105-3404 | | i |
| injection 9% 5ml | 105-3412 | | i |
| 10ml | 105-3420 | | i |
| 20ml | 105-3438 | | i |
| **Procyclidine (Hillcross Pharms)** | | | |
| syrup 2.5mg/5ml 500ml | 105-3016 | | i* |
| syrup 5mg/5ml 500ml | 105-3024 | | i* |
| **Promazine (Hillcross Pharms)** | | | |
| syrup 50mg/5ml 500ml | 105-3115 | | i* |
| **Propylthiouracil (Hillcross Pharms)** | | | |
| tablets 50mg 100 | 105-3180 | DT | i* |
| **Salbutamol (Cox Pharms)** | | | |
| tablets 2mg 100 | 105-3289 | | i |
| tablets 4mg 100 | 105-3271 | | i |
| **Simple (Unichem)** | | | |
| linctus 200ml | 103-6169 | | i* |
| **Sodium Bicarbonate (Unichem)** | | | |
| 100g | 101-9280 | | i* |
| 200g | 101-9298 | | i* |
| **Sodium Bicarbonate Co (Norton H.N.)** | | | |
| tablets 300mg 500 | 080-6182 | | c |
| **Sodium Valproate (APS)** | | | |
| tablets 500mg 100 | 104-5186 | | i* |
| **Surgical Spirit (Unichem)** | | | |
| 200ml | 101-9199 | | i* |
| 500ml | 101-9207 | | i* |
| **Tartaric Acid (Unichem)** | | | |
| 50g | 101-9215 | | i* |
| **Thioridazine (Cox Pharms)** | | | |
| tablets 100mg 100 | 105-2950 | | i |
| tablets 25mg 100 | 105-2760 | DT | i |
| tablets 50mg 100 | 105-2943 | | i |
| **Thioridazine (Hillcross Pharms)** | | | |
| syrup 25mg/5ml 500ml | 105-3123 | DT | i* |

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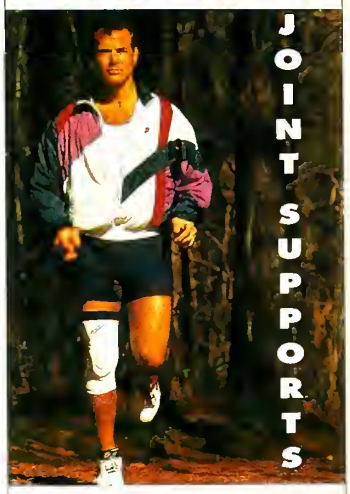


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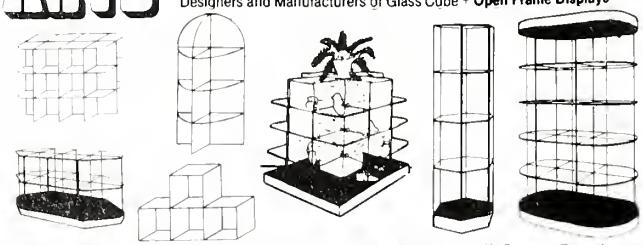


Cube Arts Ltd, Unit D, Mill Green Business Park, Mill Green Road, Mitcham, Surrey CR4 4HT. Tel: 081-640 6114 Fax: 081-640 4497

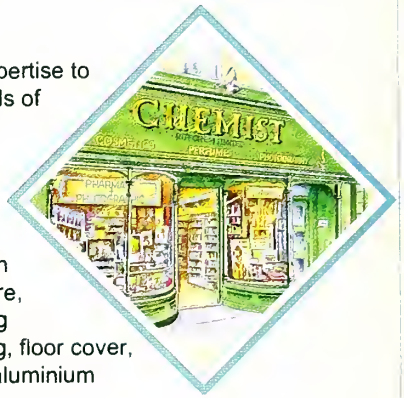
## SHOPFITTINGS

# LEXDRUM STOREFITTERS

**A COMPANY STRUCTURED FOR EXCELLENCE**

*"Innovative Solutions for the Retail Pharmacy"*

### *Design*




Lexdrum has the expertise to create high standards of design covering all aspects of the pharmacy profession. We offer a complete package from design concept, manufacture, installation, including electrical, decorating, floor cover, fittings, timber and aluminium shopfronts

### *Manufacture & Installation*

Equipped with the latest concept in modern machinery and technology our factory is capable of producing modular and custom built units, counters and joinery items. With our team of dedicated staff and highly skilled tradesmen we offer a flexible service tailored to suit the requirements of the retail pharmacy.

### *Finance*

Subject to financial status. We can offer attractive H.P. or leasing terms including short term interest free loans.

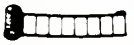
KING CHARLES BUSINESS PARK,
OLD NEWTON ROAD, HEATHFIELD,
DEVON TQ12 6UT.

***TEL: 0626 - 834077***

## STOCK FOR SALE

Pharmacy shopfittings for sale about 6 years old in excellent condition. Shop size 50 x 18ft.

**DAYTIME TEL: 0728 746267**



## LIBRA DISTRIBUTORS

Anais Anais EDT 30ml spray £9.92
Charlie EDT 50ml spray £4.06
Diorella EDT 30ml spray £9.95
Giorgio EDT 50ml spray £17.94
Oscar De La Renta 60ml spray £14.55
Rive Gauche EDT 25ml spray £7.66
Boss Aftershave 50ml £9.19

Jazz Aftershave 50ml £9.44
Gucci Aftershave 60ml £7.66
Insense EDT 50ml spray £9.95
Pacco Aftershave 50ml £7.70
Quorum Aftershave 50ml £6.03
XS Aftershave 50ml £9.94

*These are just some of the specials from our extensive price list*

**Telephone now for extensive price list on Kodak, Fuji, Polaroid Films, Gillette products and whole range of Fragrances.**

**TELEPHONE: 081-445 4164**
**FAX: 081-445 1399**

IDEAL TIME TO GET IN FOR PASSPORT PICTURES — FOR A FREE DEMO CALL US

## STOCK WANTED

**WANTED**

Old chemist shop fittings, drug runs, bow cabinets etc.
Complete shop interiors purchased. We try hardest, travel furthest, pay more.
**Telephone 0327 349249**
**Eves 341192**
**Fax: 0327 349397**

## STOCK WANTED

# HARWIL TRADING

are the ethical clearance house tried and tested by many leading household names to clear their surplus inventories however large or small.

**USING OUR 33 RETAIL OUTLETS BASED IN THE NORTH EAST OF ENGLAND, OR OUR SELECTED OVERSEAS AGENTS WE WILL CONTROL AND PROTECT YOUR BRANDS.**

To discuss your requirements in the strictest confidence contact myself Trevor Rayne, or my secretary Hayley Daglish on

**TEL: 091 4693631**
**FAX: 091 4382766**

**TO ADVERTISE IN CHEMIST AND DRUGGIST CONTACT LUCY WYKES ON 0732 377322**

**SURPLUS STOCK WANTED**

***Overruns, Returns, Damages & Shortdate***

Food, Drinks, Healthfoods, Cosmetics, Haircare, Confectionery, Batteries, Sunglasses, Films, Suntans, Counter Medicinals, Soaps, Household etc

**Tel 01562 882476 or 0860 825825**
**Fax: 01562 884414**

Yes, we pay cash — Yes, we collect

**Coleman & Co. Nationwide Service**

# Businesslink

A FREE Service for Chemist & Druggist Subscribers

Free entries in "Business Link" (maximum 30 words) are restricted to community pharmacist subscribers to *Chemist & Druggist*. No trade advertisements will be permitted. Acceptance is at the discretion of the Publishers and depends upon space being available.
Send proposed wording to "Business Link" using the form printed alongside.

Appointments, situations wanted, and businesses for sale will be incorporated as lineage advertisements under the appropriate Classified headings.

To: Business Link, CHEMIST & DRUGGIST, Benn House, Sovereign Way, Tonbridge, Kent TN9 1RW.

PLEASE COMPLETE IN BLOCK CAPITALS

Surname . . . . . .

First names . . . . . .

Address . . . . . .

. . . . . Postcode . . . . . .

Personal RPSGB Registration number . . . . . .

Telephone number . . . . . .

Proposed advertisement copy (maximum 30 words)

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# CHRISTMAS GREETINGS

**LAGAP PHARMACEUTICALS LTD**
wish their many customers a Merry Christmas and a Prosperous New Year

**THE PROVINCIAL PHARMACY SERVICES GROUP**
*Would like to wish all their customers a very Happy Christmas and a Prosperous New Year.*
The Pharmacy Insurance Agency – 021-236 0031
Provincial Pharmacy Locum Services – 021-233 0233

**COX PHARMACEUTICALS**
MANUFACTURERS OF QUALITY GENERIC MEDICINES
TO ALL OUR CUSTOMERS
Thank you for your valued business during 1994
We wish you a Merry Christmas and Prosperous 1995
Arthur H Cox & Co Limited
Whiddon Valley, Barnstaple, Devon EX32 8NS
Tel: 01271 311 200

RIMMEL CHICOGO
*"MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR TO ALL OUR CUSTOMERS"*

The Power of the Multiples.....
NUCARE MEMBERS ARE HAPPY AND PROSPEROUS – WHY NOT JOIN THEM
.....the Privilege of Independence.
Wish to become a member? Please contact us Today
Nucare
Nucare plc
447 Kenton Road
Harrow
Middlesex HA3 0XY
Tel 0181-732 2772
Fax 0181-732 2774

**John Richardson Computers**
*The market leaders in Pharmacy Computer systems*
would like to wish all their customers
HAPPY CHRISTMAS AND A PROSPEROUS 1995
St. Benedicts House, Brown Lane, Bamber Bridge, Preston PR5 6ZB. Telephone: 0772 323763

*We would like to wish all our customers a Merry Christmas and a Prosperous New Year.*
Hadley Hutt Computing Ltd
George Bayliss Road
Droitwich, Worcs WR9 9RD
Telephone: 0905 795335
Fax: 0905 795345

*THE CLASSIFIED TEAM AT CHEMIST AND DRUGGIST WOULD LIKE TO WISH ALL THEIR CUSTOMERS A MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR*

**PACE βeta**
*THE PROFESSIONALS CHOICE IN LABELLING SYSTEMS*
We wish all our customers
A Merry Christmas
and a Happy New Year
Telephone: 061-941 7011

**LIBRA DISTRIBUTORS**
*All the staff at Libra Distributors would like to wish all their suppliers and customers world wide a Merry Xmas and a Prosperous New Year and thank them for their support throughout 1994*
(081) 445 4164

**FRANKLAND & Co.**
STOCKTAKERS & VALUERS
219 Harrison Road, Belgrave
Leicester LE4 6QN
Tel: (0533) 665299 Fax: (0533) 610284
Mobile: (0374) 181850
SPECIALISTS IN PHARMACY VALUATION & SALES NATIONWIDE
*WISH ALL OUR CUSTOMERS A MERRY CHRISTMAS AND PROSPEROUS NEW YEAR*

**NORGATE LTD**
The Generic Wholesaler
wishes all in the trade
*'The Compliments of the Season'*
0423 888866

**UK PHARMACY LOCUM AGENCY**
*We would like to wish all our existing and new customers a very Happy Christmas and a Prosperous New Year.*
Tel: 021 434 5500 or 0836 320562

**ALLIANCE VALUERS & STOCKTAKERS**
120 Pannal Ash Road,
Harrogate HG2 9AJ
Tel: Harrogate (0423) 531571
*Merry Christmas to all our Pharmacist Friends.*

*Christmas Greetings From*
**SWAINS**
INTERNATIONAL PLC

HOT LINE 0485 533393

We would like to thank all the people who responded to our advertisements for pharmacy bottles and chemist items during 1994, and look forward to hearing from you in 1995.
Contact: Eric Padfield
18 Mulberry Gardens
Sherborne, Dorset
Tel: 0935 816073
Fax: 0935 814181

BEST WISHES FROM
**WCRS HEALTH-CARE**

# Your next advertisement could die from poor circulation.

An advertisement lives or dies by the people who see it.

So how can you be sure your advertisements are running in a publication with a healthy circulation?

It's as easy as ABC.

The Audit Bureau of Circulations provides the industry-standard independent verification of circulation figures, providing accurate and honest data for nearly three thousand titles.

By letting ABC auditors thoroughly examine the publication's circulation data, you'll know the publisher has nothing to hide.

Book your next advertisement in a publication with a STANDARD ABC Certificate and you can be sure its circulation is up to the mark.

But if a title can't back-up the figure with an ABC Certificate, your advertisement may need an urgent transplant to a publication that can.

Cut out and return the coupon and give your advertisement the chance of a long, and healthy life. Or you could be the one feeling sick.

No ABC. No guarantee.

Please send me more information about the ABC and its activities

ABC
AUDIT BUREAU OF CIRCULATIONS

Name
Position
Company
Address
Tel
Fax

Audit Bureau of Circulations Ltd., Black Prince Yard, 207-209 High Street, Berkhamsted, Herts HP4 1AD Tel: 01442 870800 Fax: 01442 877407

# Just how big a headache is Tension Headache?

The biggest. In fact, 74% of all headaches are Tension Headaches.[1] Which, when you think about the pressure people are under today, makes sense.

What also makes sense, is to recommend a *specific* Tension Headache remedy straight away. And the one to recommend is Syndol.

There is no more effective OTC treatment for your patients. Uniquely formulated for Tension Headache, Syndol contains the powerful analgesic combination of Paracetamol, Codeine and Caffeine, plus Doxylamine Succinate to ease muscle tension and bring fast relief (a clinical study showed that in 97% of Tension Headache attacks, Syndol started to work within 30 minutes).

It is a Pharmacy medicine, is strongly supported, creates extra-ordinary loyalty, and powerful word of mouth recommendation.

Get the benefit. Display well, recommend at once, and above all don't get caught out of stock. That's a headache you could do without.

(1) National Headache Survey, Gallup 1993

**You can't recommend more powerful relief.**

**Syndol®**

**Paracetamol·Codeine Phospha**
**Doxylamine Succinate·Caffein**

**INFORMATION FOR PHARMACISTS:** Each tablet contains Paracetamol BP 450mg, Codeine Phosphate BP 10mg, Doxylamine Succinate USNF 5mg, Caffeine BP 30mg. **USES:** Treatment o mild to moderate pain and as an antipyretic. Symptomatic relief of headache, including muscle contraction or tension headache, migraine, neuralgia, toothache, sore throat, dysmenorrhoe muscular and rheumatic aches and pains and post-operative analgesia following surgical or dental procedures. **DOSAGE AND ADMINISTRATION:** Adults and children over 12 years: 1 or tablets every 4-6 hours as needed. Maximum 8 tablets in 24 hours. Not recommended in children under 12 years. **CONTRA-INDICATIONS, WARNINGS ETC.:** Contra-indications: Idiosyncras to any of the ingredients. Precautions: May cause drowsiness. If affected, do not drive or operate machinery. No data available in pregnancy avoid use. Side-effects: Drowsiness c dizziness, mild constipation, agranulocytosis rarely. Overdose: Paracetamol overdose can cause liver and kidney necrosis. Immediate medical referral is essential. **LEGAL CATEGORY:** P. C (Section 5) (not prescribable under NHS). **PRODUCT LICENCE NUMBER:** PL4425/0018. **PACKAGE QUANTITIES, PRICE:** Pack of 10 tablets £1.65. 20 tablets £2.85. 50 tablets £6.08. **DATE O PREPARATION:** November 1994. Full prescribing information is available from licence holder: Marion Merrell Dow Limited, Lakeside House, Stockley Park, Uxbridge, Middlesex UB11 1B